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Gold



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GBTA | Michigan Navigating the (ever) changing role of the Travel Manager

July 13, 2023





**Today's meeting is worth 2
credits for GTP certification**



Thank You 2023 Sponsors!

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Copper



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Agenda

- 8:30 am: Registration & Networking
- 9:15 am: Welcome Announcements
- 9:30 am: Navigating the (ever) changing role of the Travel Manager
- 10:30 am: AMA with our chapter's Past Presidents
- 11:00 am: Enterprise National Sponsor Presentation
- 11:15 am: Charity Presentation
- 11:45 am: Chapter Business Meeting
- 12:00 pm: FROSCH Sponsor Presentation
- 12:15 pm: Lunch & Networking
- 1:00 pm: Footgolf
- 4:00 pm: Happy Hour & Conclusion

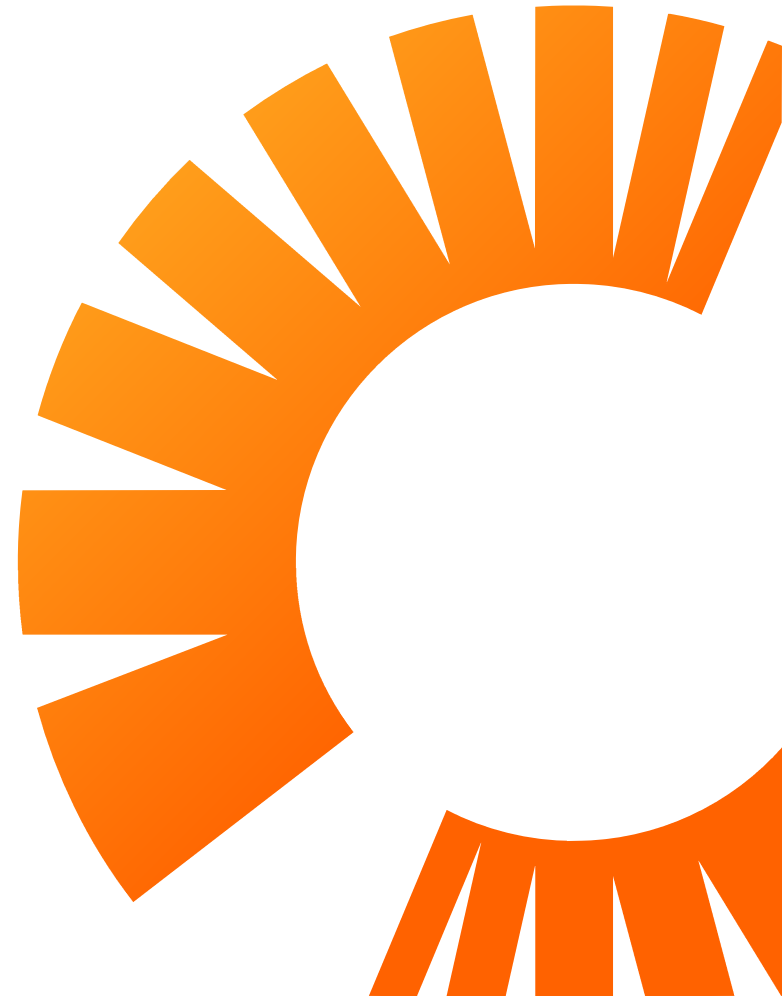


Navigating the (ever) changing role of the Travel Manager

Presented by Katie Virtue



AMA with Chapter Presidents





GBTA Global Business
Travel Association

Many Voices. One Purpose.

Platinum Sponsor



+ THE COMBINED POWER OF



A woman with dark hair, wearing a light blue blazer over a white blouse, is sitting in the driver's seat of a car. She is smiling and looking down at a smartphone she is holding in both hands. The car has light-colored leather seats. The background shows a blurred view of a parking lot with other cars. The right side of the image is overlaid with a dark green semi-transparent panel.

THE STRENGTH OF OUR BRANDS

+ THE COMBINED POWER OF

enterprise  **National.**

THE STRENGTH OF OUR BRANDS



VEHICLES

More than
1.5 MILLION
Worldwide



BOND ✓
CREDIT RATING

A-,
Baa1

ONLY U.S. INVESTMENT-GRADE
CAR RENTAL COMPANY

LOCATIONS

More than
90
COUNTRIES & TERRITORIES
Worldwide



#9 Forbes



AMERICA'S LARGEST
PRIVATE COMPANIES

THE COMBINED POWER OF



MULTI- GENERATIONAL FAMILY-OWNED BUSINESS



ANDREW C. TAYLOR
Executive Chairman



CHRISSY TAYLOR
President & Chief Executive Officer

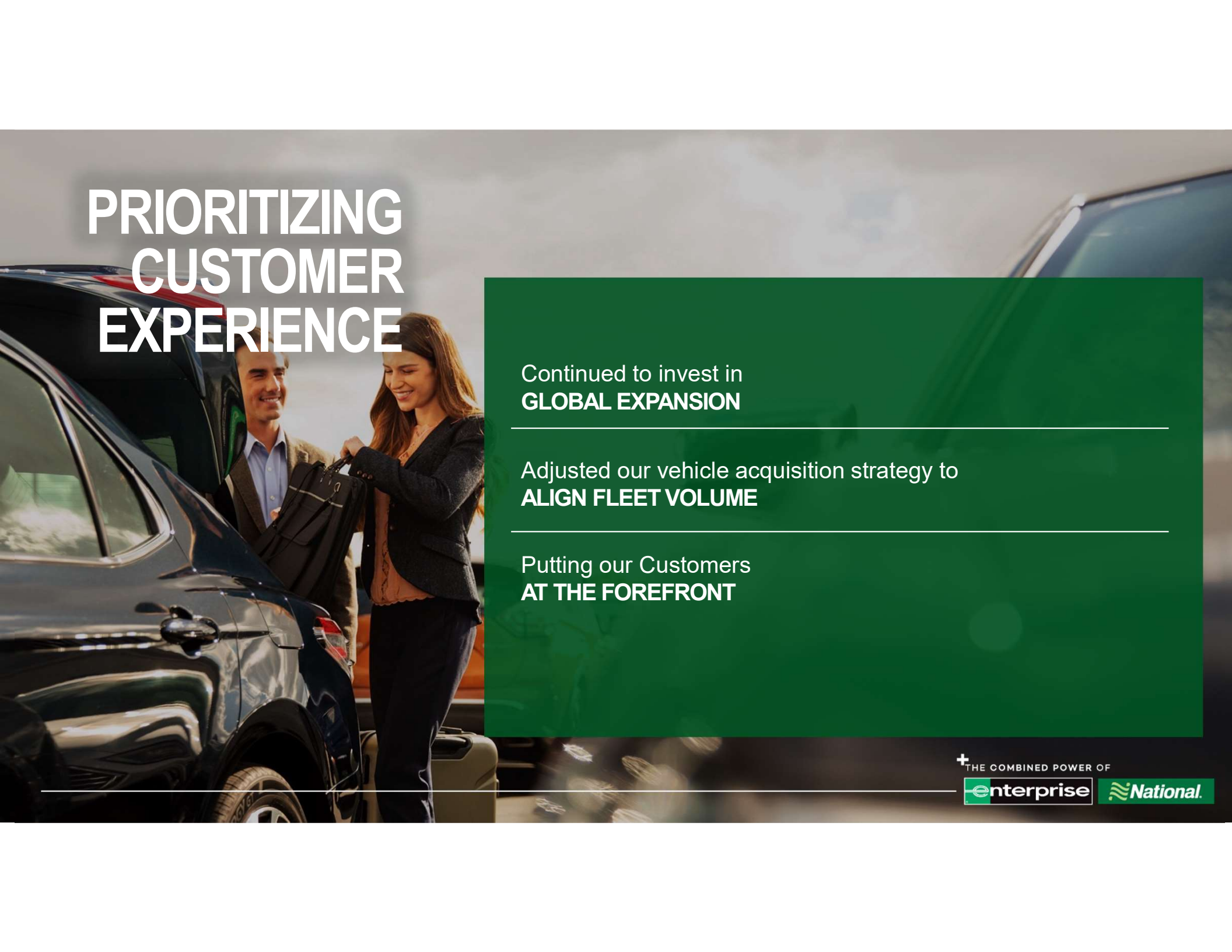


JO ANN TAYLOR KINDLE
Chairperson, Enterprise Holdings Foundation



CAROLYN KINDLE
President, Enterprise Holdings Foundation

PRIORITIZING CUSTOMER EXPERIENCE

A man and a woman are standing next to a dark-colored car. The man is on the left, wearing a light blue shirt and a brown jacket, smiling. The woman is on the right, wearing a dark blazer over a light-colored top and dark pants, also smiling. They are both looking at a black bag that the woman is holding. The background is a blurred outdoor setting with a cloudy sky.

Continued to invest in
GLOBAL EXPANSION

Adjusted our vehicle acquisition strategy to
ALIGN FLEET VOLUME

Putting our Customers
AT THE FOREFRONT

 THE COMBINED POWER OF

 enterprise

 National.

GLOBAL PORTFOLIO SERVES DIVERSE MOBILITY NEEDS

+



Car Rental



Fleet Management



Truck Rental



Car Sales



Car Share



Vanpooling



Luxury Rental



Subscription



Technology
Solutions

THE COMBINED POWER OF



GLOBAL PHILANTHROPIC INITIATIVES



50 million trees over 50 years



\$60 million over 10 years



\$55 million over 5 years



\$9 million over 9 years



\$115 million over 10 years



\$1 million annually

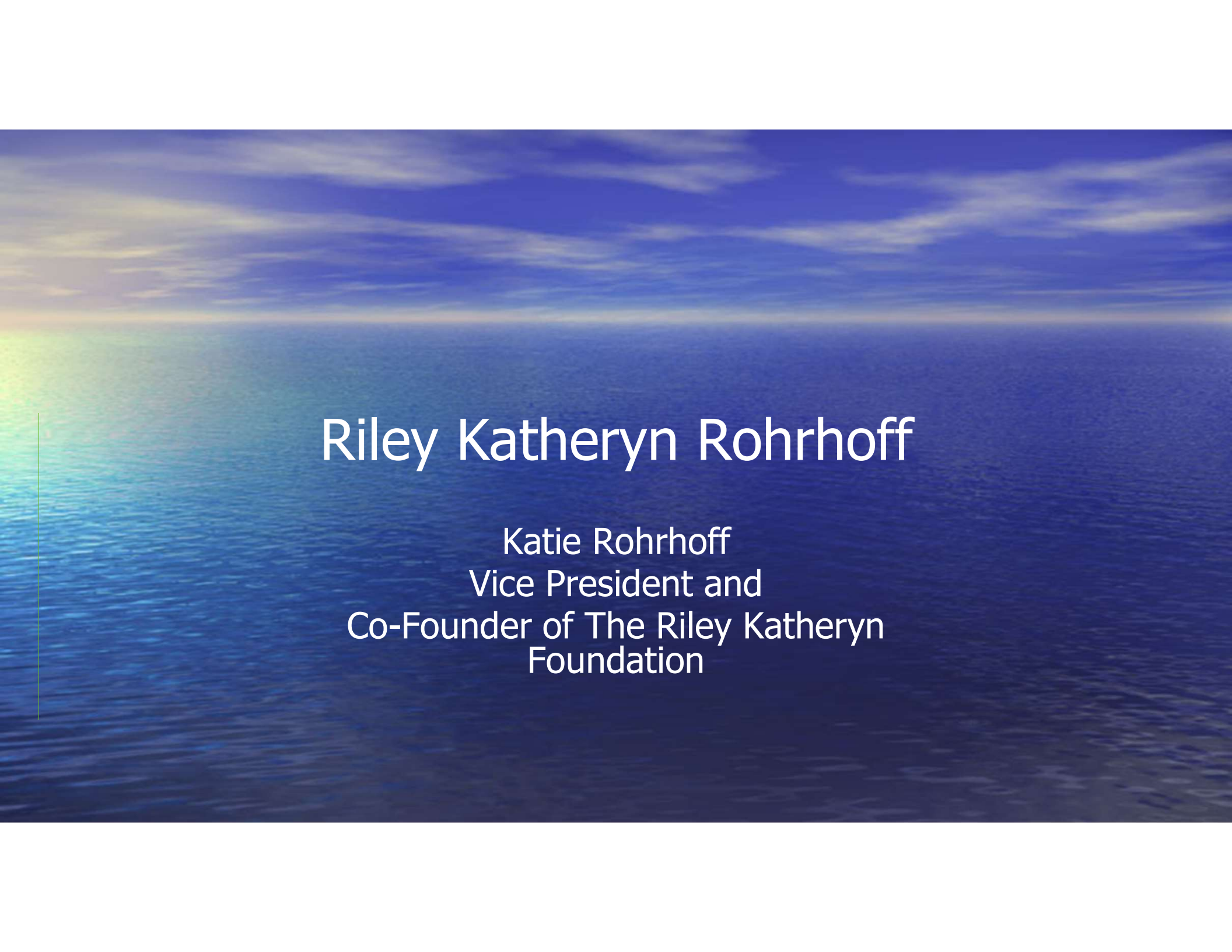
EMPOWERING COMMUNITIES

+ "Building healthy and prosperous communities isn't just core to our business, it's simply the right thing to do."

Carolyn Kindle Betz
President
Enterprise Holdings Foundation

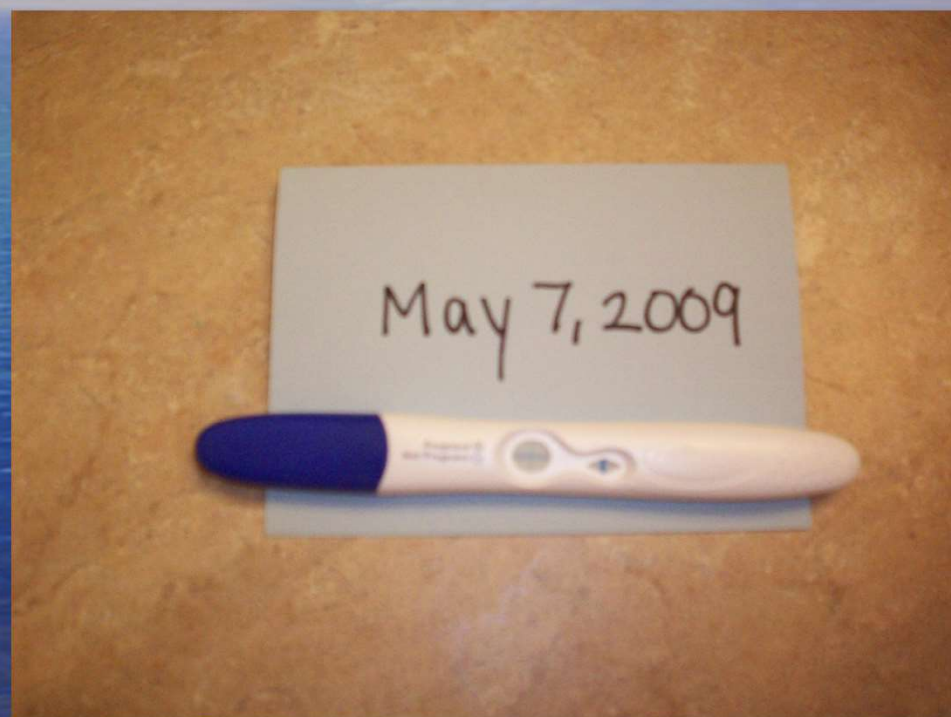
ENTERPRISE CHARITABLE GIVING IN MICHIGAN

- Enterprise Holdings Foundation Grants 2022
 - 199 recipients
 - \$585,500 in grants
- \$105,000 provided to regional food banks as part of the “Fill Your Tank Initiative”
- ROAD Forward Recipients in Michigan (\$112,000)
 - Big Brothers and Sisters- SW Michigan, Flint and Genesee County
 - 100 Black Men of Greater Detroit
 - Detroit Urban League, New Detroit
 - Affinity Mentoring
 - Orchard Children’s Services
 - Midnight Golf Program



Riley Kathryn Rohrhoff

Katie Rohrhoff
Vice President and
Co-Founder of The Riley Kathryn
Foundation



May 22, 2009
And you're having twins....



Monoamniotic Twins

- Monoamniotic twins are identical twins that share the same amniotic sac and placenta within their mother's uterus but have two separate umbilical cords.

Appointment with the Maternal-Fetal Medicine Specialist June 5, 2009



June 12, 2009- 8 weeks



- “Lots of puking!” 😞
- “Tired”

July 3, 2009- 12 weeks



July 8, 2009- 13 weeks



August 19, 2009- 19 weeks
“Today we found out you are girls!”



Cord problems

- Velamentous cord insertion
 - The cord does not correctly insert into placenta and exposed vessels are not protected (at risk of rupture)
- Vasa previa
 - Fetal blood vessels run near uterus, at risk of rupture

August 22, 2009- 19 weeks



20 weeks

- "Mommy LOVES mint chocolate chip ice cream!"

22 weeks

- "Daddy felt you kick for the 1st time today!"
- Both girls head down

23 weeks



Baby A

- 12 oz.
- Head down



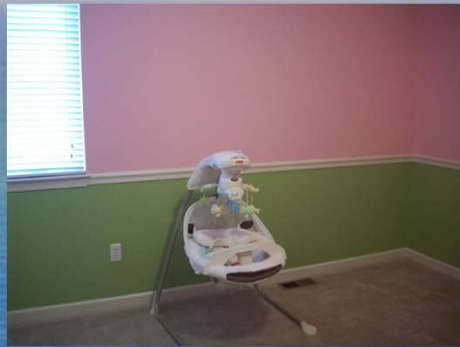
Baby B

- 16 oz.
- Head up

24 weeks

- 9/21/2016
 - Went to hospital- cramping
- 9/24/2016
 - Possible cervix issue, need to see specialist
- 9/25/2016
 - “Good news!” - No cervix problems
 - A- Transverse
 - B- Head down

25 weeks- Getting your room ready



26 weeks



26 weeks

- 10/7/2009
 - Surprise baby shower at work
 - Glucose tolerance test
- 10/9/2009
 - Growth check at Huron Valley
 - Baby A- 500 grams
 - Baby B- 900 grams
 - Off work and placed on bed rest

26 weeks- Baby Shower in Northville



27 weeks

- “Ordered Netflix”
- “Huron Valley- good appt” (brought Mom)
 - BBP (Biophysical Profile)- 8 & 8
 - A biophysical profile (BPP) is a prenatal ultrasound evaluation of fetal well-being involving a scoring system
 - Weekly BPP’s scheduled

28 weeks

- 10/23/2009
 - Twin A pericardial effusion
 - Possible hospitalization
 - BPP's 8 & 8



28 weeks

- 10/25/2009
 - Grand Rapids baby shower
 - I became an aunt today!



29 weeks

- 10/26/2009
 - Twin A- pericardial effusion smaller
 - Twin B- small pericardial effusion
 - BPP's 8 & 8
- 10/30/2009
 - Twin A- 1 lb. 12 oz.
 - Twin B- 2 lb. 12 oz.

10/30/2009
Twin A



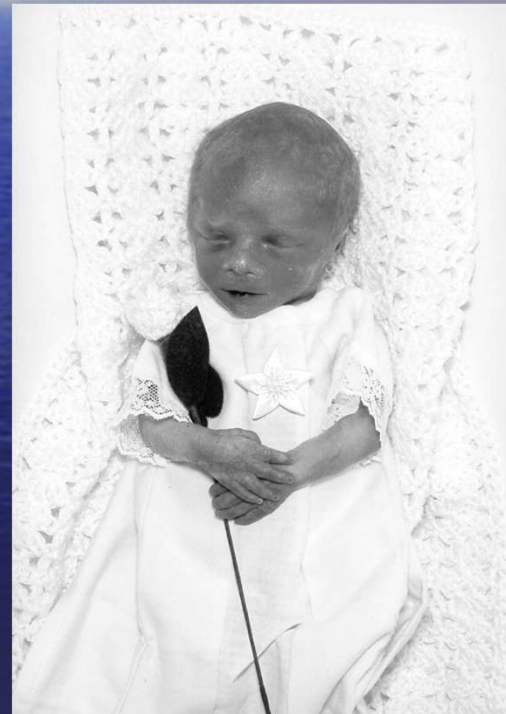


11/3/2009- 30 weeks

- Arrived at 3pm for scheduled BPP
- Twin A was in distress
- Quickly checked Twin B - doing ok
- Rushed to the Birthing Center
- Emergent c-section under general anesthesia

November 3, 2009

- Twin A - Riley
Katheryn Rohrhoff
 - Stillborn at 3:43 pm
 - 2 lbs, 3 oz., 13 inches



November 3, 2009

- Twin B- Payton Grace Rohrhoff
 - Born at 3:44 pm
 - 2 lbs, 14 oz, 15 inches
 - On ventilator
 - Umbilical lines placed for monitoring and medications



Sisters ~ Twins



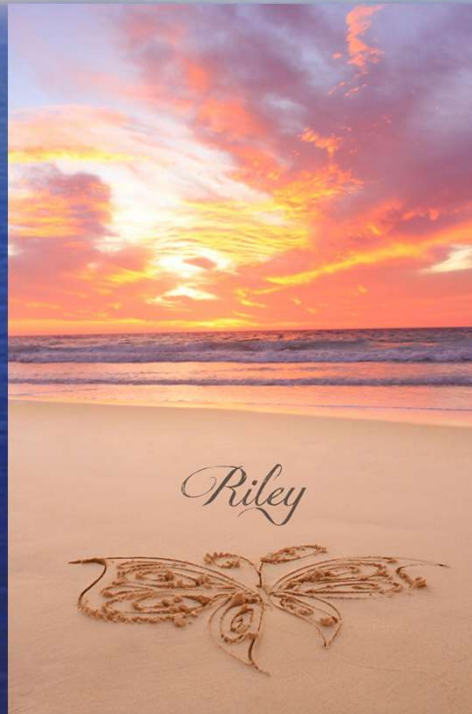
November 6, 2009
Holding Payton for the 1st time but
going home empty handed



Riley, surrounded by loved ones,
was laid to rest Nov. 9, 2009



Finding a balance in life...



Payton's Baptism

April 2010



Riley's grave marker arrived - Spring 2010



Riley's Tree - Planted summer 2010



Baby #3- Due May 2011

- NOT baby #2
- NOT finding out gender
- NOT getting a nursery ready
- Let's talk when baby is delivered



HUGS Walk to Remember 2010



HUGS Walk to Remember 2010



Payton & Riley's 1st Birthday

November 3, 2010



Our Rainbow Baby-
Morgan Rose Rohrhoff
May 21, 2011



Happy 2nd Birthday Payton & Riley
2011



HUGS Walk to Remember 2012

Happy 3rd Birthday Payton & Riley



Visiting Riley through the seasons



Visiting Riley through the seasons



Grave Blankets for Riley



Christmas with Riley



Payton & Riley's 5th Birthday (2014)

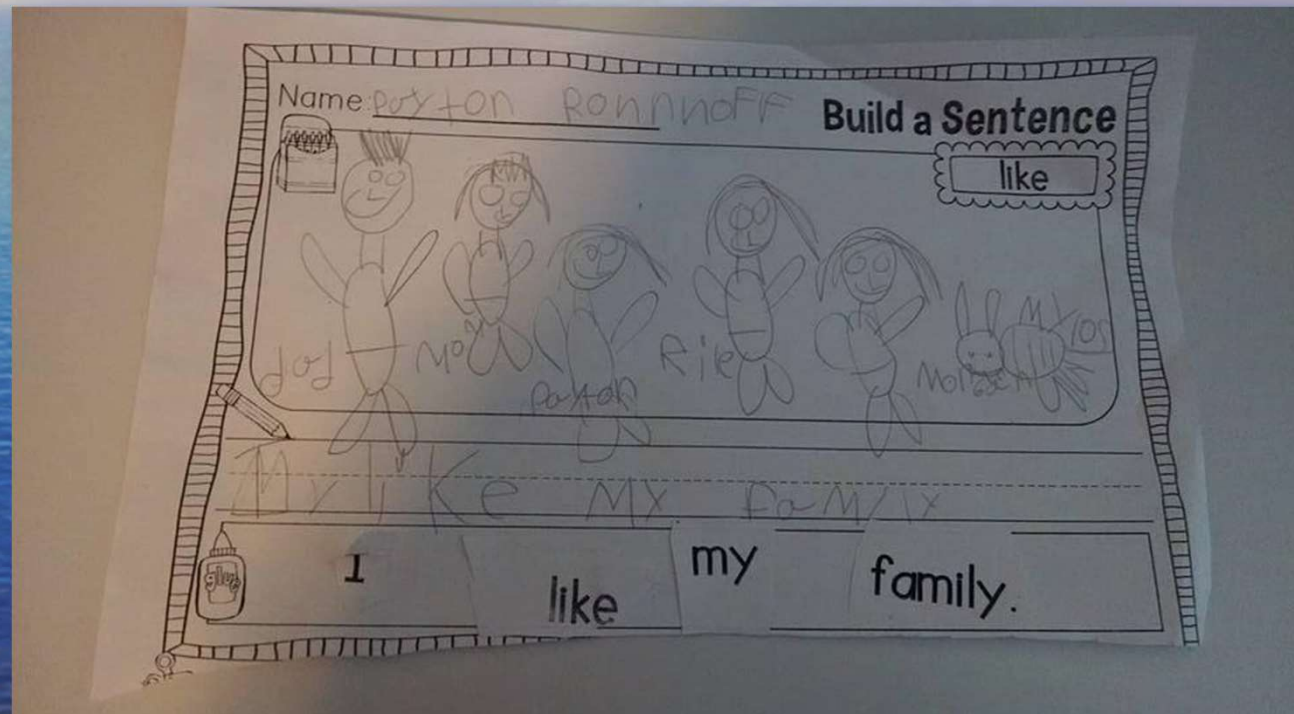


- "Can't believe its been 5 years.... What an extreme of emotions to handle that moment and even often today. For my twins were identical, I have a living, breathing reminder of her here today. I found out I was pregnant 9 months later and feel my rainbow baby Morgan is a true gift. I continue to see Riley in both my girls. I love them fiercely. But part of my heart still has a place for my child who never got the chance to live the life I hoped for her, the dreams I had. Until I see you again, I love you and miss you Riley!"

Sisterly Love



Payton's schoolwork



The Butterfly

*A butterfly lights beside us like
a sunbeam
and for a brief moment its glory
and beauty belong to our
world.*

*But then it flies again
And though we wish it could
have stayed...
We feel lucky to have seen it.
~Author Unknown~*



The Riley Katheryn Foundation

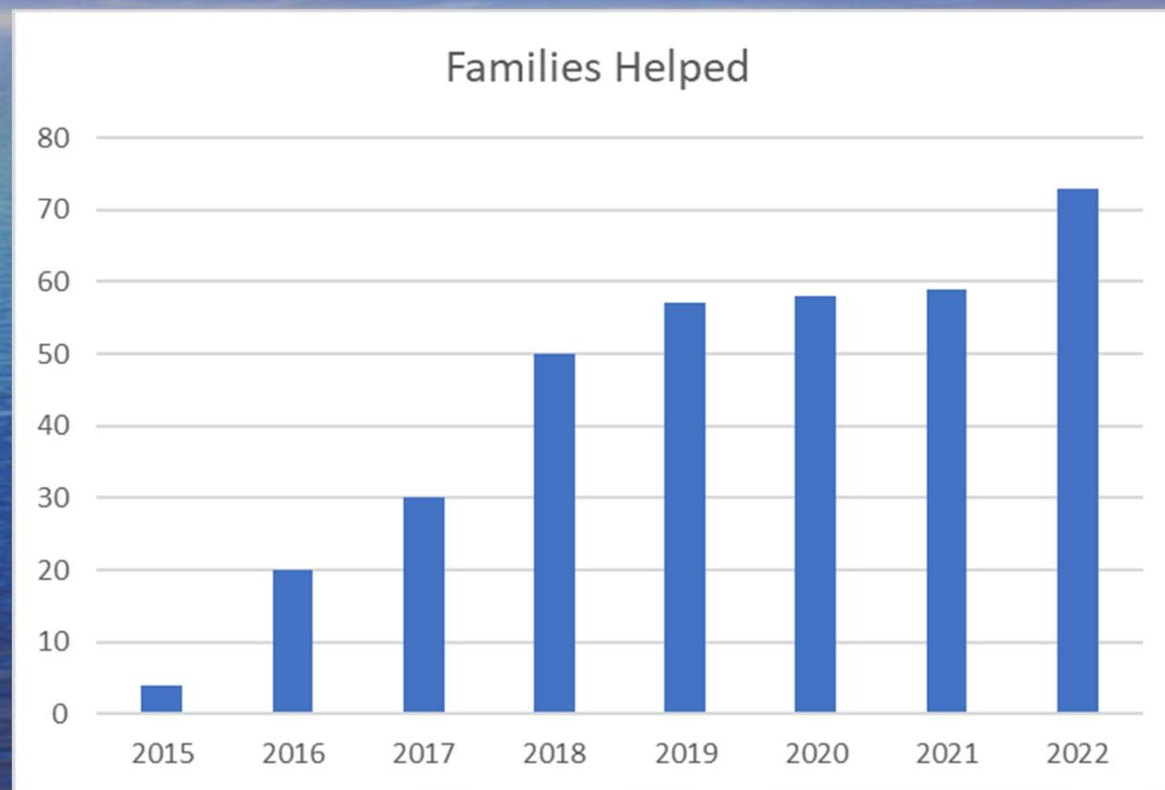
- Dedicated to increasing awareness of stillbirth and infant death as well as providing financial assistance relating to funeral expenses to families whose baby has died
- Founded March 19, 2015
- Registered 501©3 non-profit organization

The Riley Katheryn Foundation

- We have helped 375 families across the state of Michigan with over \$157,000 since our start in 2015.



The Riley Katheryn Foundation



The Riley Katheryn Foundation

- To qualify for financial support
 - You must be resident of Michigan
 - Your request must be within a year of the infant's death
 - Your baby must be less than 1 year old
- Funds will be sent directly from the foundation to the funeral home, cemetery or monument company of the family's choice.

Fundraising

- The Riley Katheryn Foundation is funded by personal donations and fundraising events.
- We have raised \$245,000 to date.

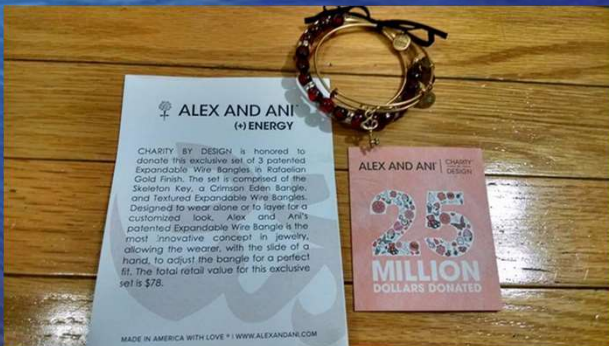
The Riley Katheryn Foundation Inaugural Picnic in the Park (2015)



The Riley Katheryn Foundation



The Riley Kathryn Foundation Beer & Wine Tasting Fundraiser

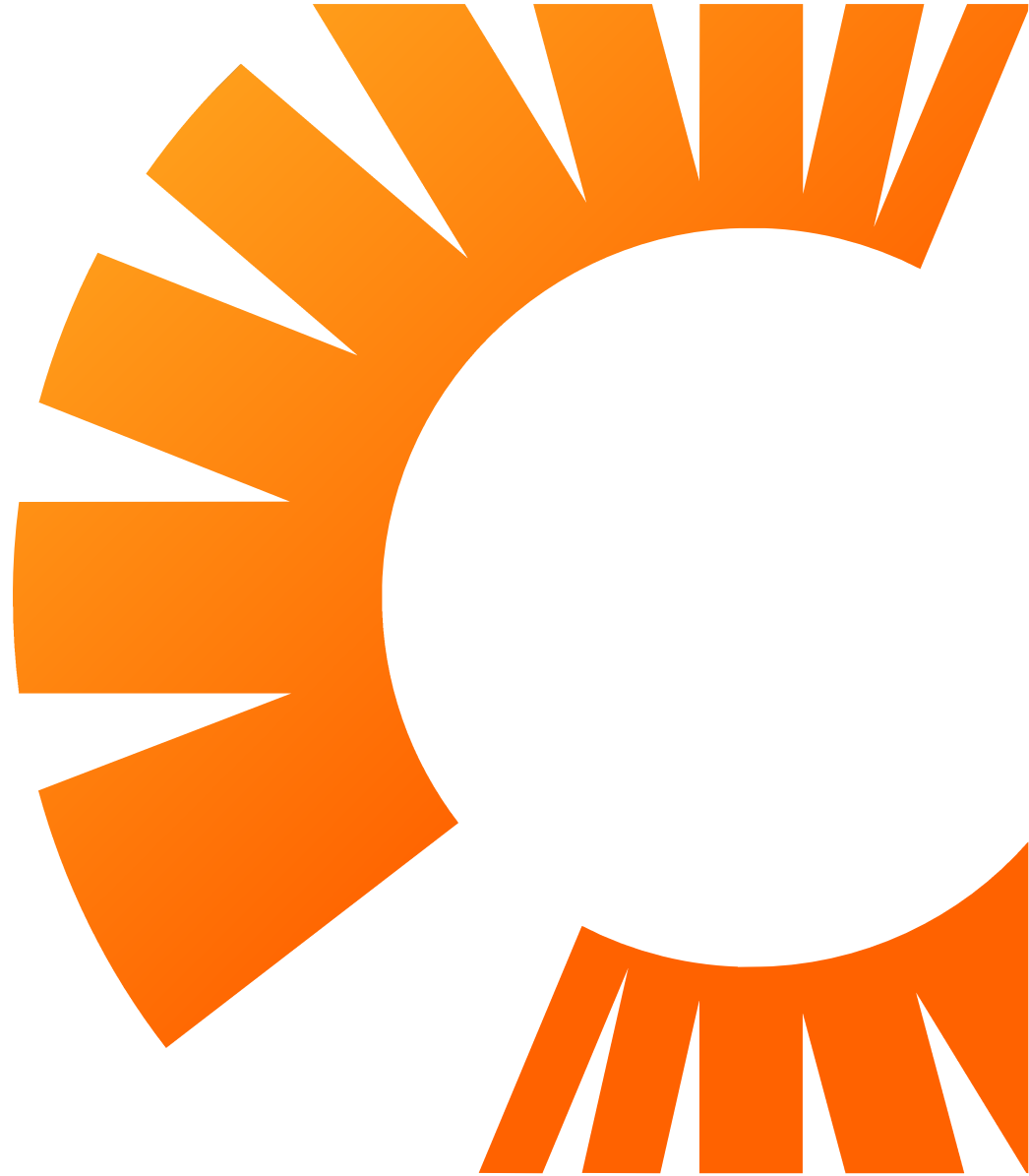


Upcoming Volunteer/Fundraising Opportunities

- Kroger Community Rewards
- 2023 Detroit Free Press Marathon
registered charity
 - You can sign up to run under the Riley
Katheryn Foundation
 - Volunteers also needed October 12-15

Business Meeting

- 2024/25 President & Secretary Elections
- Committee Updates



2024/2025 President & Secretary Timeline

6/30/2023: Nomination process begins

8/18/2023: Last day for written nominations

8/21/2023: Nomination Committee advises the Board of Nominations for review that all members are in good standing and have paid all dues and fees owed to the chapter.

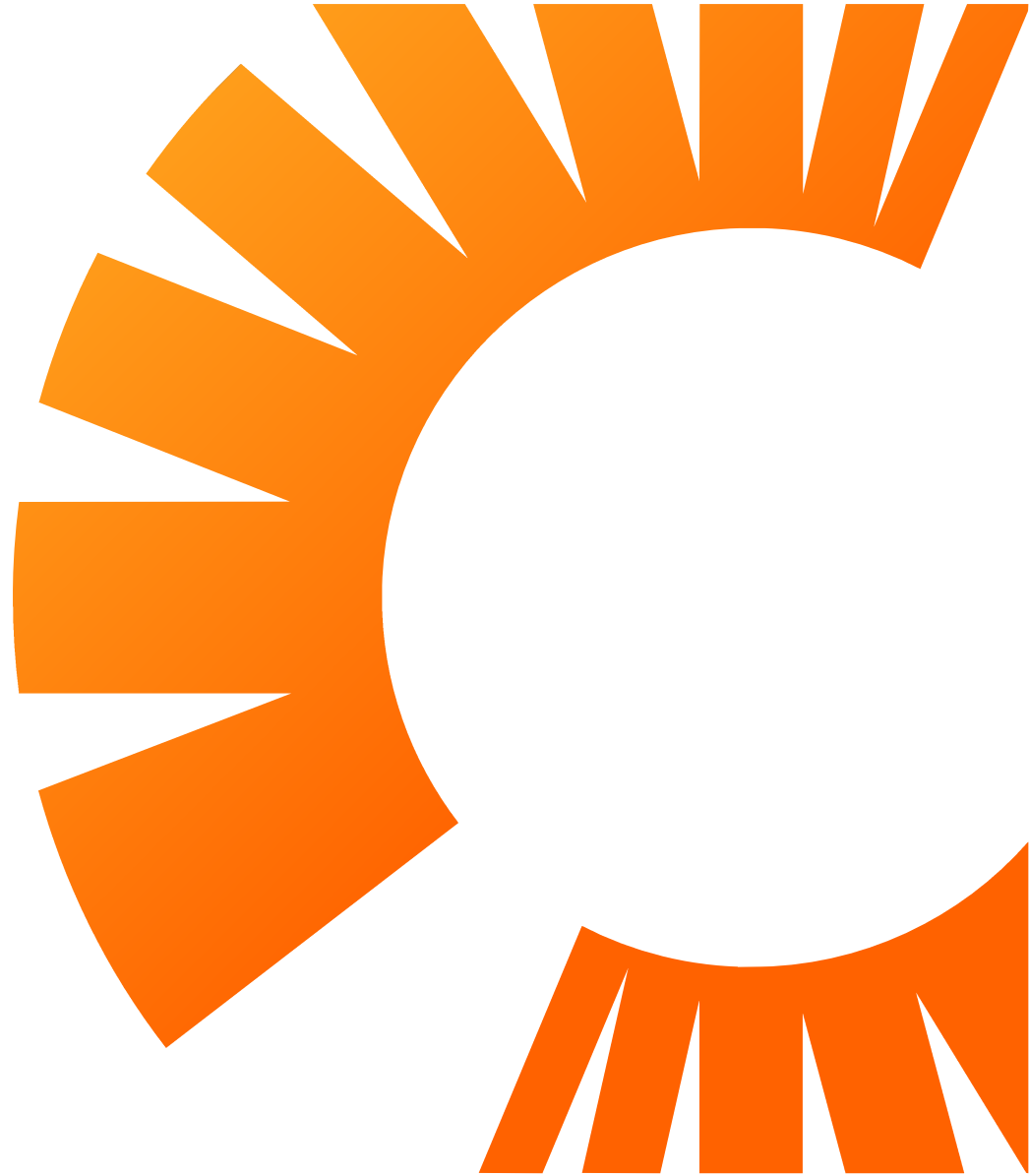
8/28/2023: Nominees announced to the membership

9/21/2023: Absentee ballots submitted

9/28/2023: Annual Meeting Elections



Welcome New Members & Guests





Follow Us!

Facebook: <https://www.facebook.com/GBTAMichigan>

LinkedIn: <https://www.linkedin.com/groups/3178147/> (private group)

LinkedIn: <https://www.linkedin.com/company/gbta-michigan> (new business page)

Twitter: <https://twitter.com/GBTAMichigan>

**Please complete
the event survey**



Meeting Committee

Nicole Poggione
Embassy Suites by Hilton
Detroit Livonia Novi

Meredith Upward

Amy Marciano-Ratliff
Gainwell Technologies

Hannah Hurst, CTA
Corporate Sales Manager
Crowne Plaza Lansing West

~ 2023 Meeting Dates ~

February 23 – 2023 Kick-Off/Sponsor Appreciation* - Nicole

April 27 – Bring Your Boss/Approver Event* - Amy

July 13 – Member Summer Event – Meredith

September 28 – Annual Meeting & Tradeshow* - Nicole

December 7 – Holiday Meeting & Charity Auction - Hannah

A large, stylized orange sunburst graphic with multiple rays of varying lengths, positioned behind the announcement text on the right side of the slide.

**We are
excited to
announce the
location of the
September
28th event...**



 **GBTA** | Michigan
September 28th, 2023



**EMBASSY
SUITES**
by Hilton™

Detroit Livonia Novi

Annual Meeting & Tradeshow



GLOBAL TRAVEL SOLUTIONS
REDEFINED.

GBTA MICHIGAN
CHAPTER MEETING
JULY 13, 2023

46+ YEARS
in the industry
as a leading
travel
management
company

2,000+
EMPLOYEES
across 35+
locations

**HOUSTON &
NYC**
Co-Headquarters

END-TO-END
Approach and
client-centric
program value

GLOBAL
wholly-owned
Global Centers
of Excellence
across 6
continents

**#3 TMC
IN USA**
Third largest
TMC in the
United States

\$2.8 BILLION
in annual
managed travel
spend

**DELIVER THE
UNEXPECTED**
*emphasis on
client service*

MAY 2022
FROSCH
becomes a
JPMC company





Introduction to TCG Consulting

Desiree French, **VP, Global Travel Procurement**



1994

TCG Was Founded

\$26B+

Client TCO Spend

27

BTN 100 Clients

164

Global Markets

1,550+

Engagements Delivered

Overview of FROSCH Consulting, delivered by TCG

TCG is the global leader for strategic advisory and management services helping organizations transform, integrate and optimize global Travel, Meetings, Payment and Expense (TMPE).





FROSCH Consulting,
delivered by TCG

End-to-end Service Offerings



Travel



Meetings



Payment



Expense

TRAVEL & MEETINGS

Category Procurement Group (Includes Air, Hotel, Meetings & Ground)

- ✓ Spend Aggregation and Analysis
- ✓ Preferred Rate Benchmarking
- ✓ Scenario Generation and Analysis
- ✓ Sourcing and Renegotiations
- ✓ Supplier Implementations
- ✓ Ongoing Category Management
- ✓ Ad-hoc Analysis and Spend
- Assessments
- ✓ Quarterly Review Planning and Participation
- ✓ Integrated Dashboards and Reporting
- ✓ Interim and Mid-to-Long Term Management

PAYMENT & EXPENSE

Payment & Spend Optimization (PSO) Practice

- ✓ Payment Program Assessments
- ✓ Cardable Expansion Roadmaps
- ✓ RFP Development & Sourcing
- ✓ Card Program Implementations
- ✓ Card Management and User Training/Education
- ✓ Card Management Services (BPO)

Expense & Invoice (E&I) Practice

- ✓ Policy & Process Assessments
- ✓ New Expense Implementations
- ✓ Reconfiguration & Optimization
- ✓ Expense Program Expansions
- ✓ Tracking, Reporting & Administration
- ✓ Payment Utilization & Integration
- ✓ Supplier Onboarding & Enablement



5 TCG Advantages to Ensure Your Organization Stays Ahead

Integration of TMPE

TCG will implement a strategy to integrate your Travel, Meetings, Payment and Expense (TMPE) program and align with your company's strategic imperatives for a true end-to-end platform.

TCO Application

TCG's patented, Total Cost of Ownership for Travel, Meetings, Payment and Expense (TCO-TMPE®) is comprised of 18 components that leverage and integrate all sources of comprehensive visible and hidden program costs.

Broad S-U-M Methodology

Through the adoption of TCG's S-U-M, Spend Under Management methodologies, organizations transform based on all sources of company and employee-initiated cost, resulting in full spend optimization.

Global SMES Across All TMPE

Our SMEs have been trained and certified by suppliers in multiple solutions. We manage end-to-end program implementation with global subject matter expertise and functional consultants in each category of travel, meetings, payment and expense (TMPE).

Self-Funding Model

By utilizing TCG's S-U-M, Spend Under Management methodology, TCG can help your company self-fund initiatives from additional savings, rebates and other areas.



Lunch & Networking

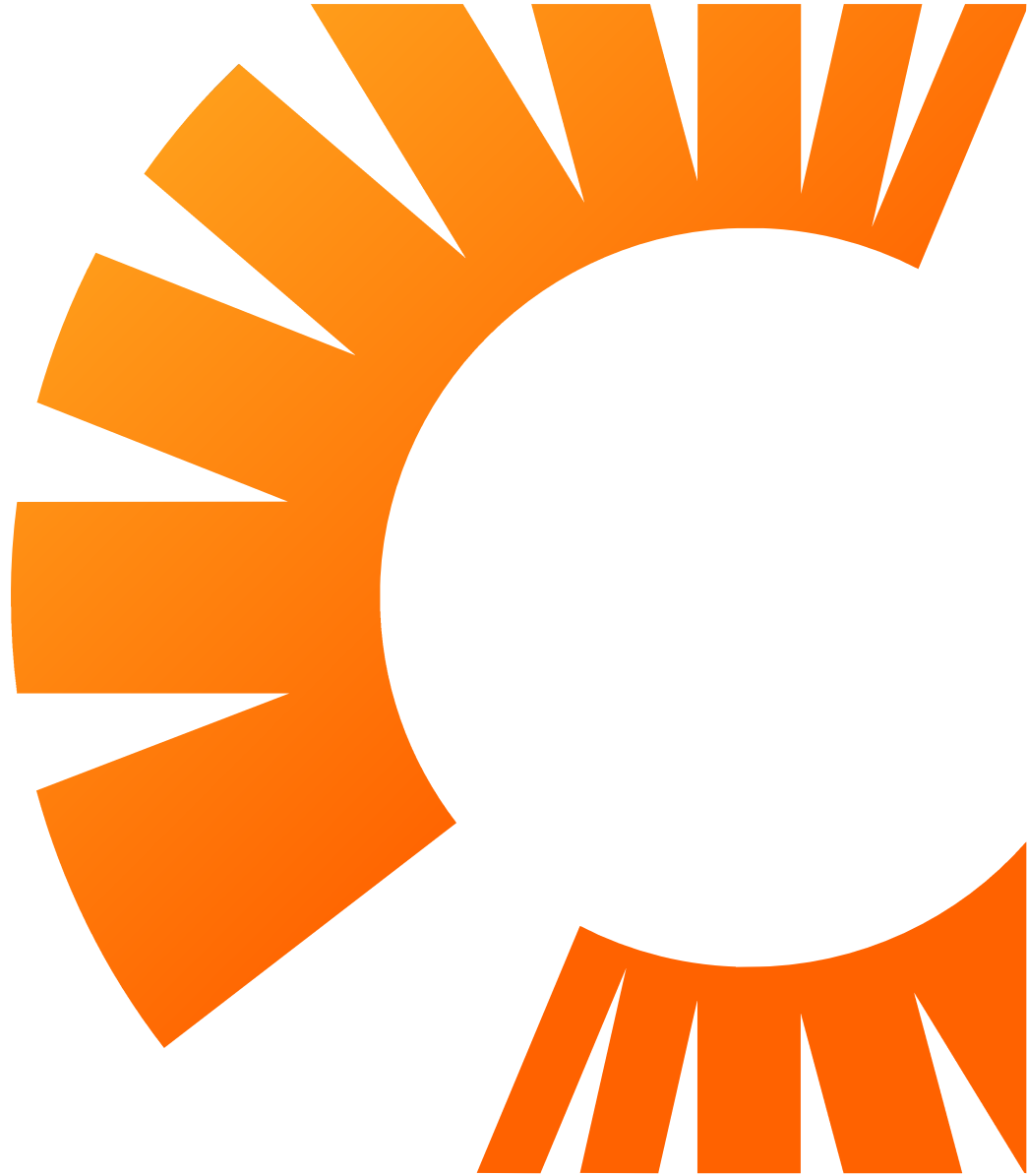
12:15 pm – 1:00 pm

Footgolf

1:00 pm – 4:00 pm



Happy Hour!



Thank You 2023 Sponsors!

Diamond



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Gold



Bronze

