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GBTA | Michigan Chapter

September 16, 2021

Connecting the people that connect the world.™



Welcome!

Today's Meeting is worth 3 credits for GTP certification



Agenda

- 9:00 AM** **Registration, Networking, & Expo Tables**
- 10:00 AM** ***Current Industry Landscape Presented by Corey Lowe, Enterprise Holdings***
- 10:45 AM** **Confirmation of the 2022/23 Chapter President & Chapter Secretary**
- 11:00 AM** **Break & Expo Tables**
- 11:15 AM** ***Identifying and Reporting Human Trafficking Presented by Kelly Carter***
- 12:00 PM** ***Ann Rudisill, Downriver for Veterans Presentation***
- 12:15 PM** **Lunch, Networking, and Expo Tables**
- 1:30 PM** ***Travel, Vaccines, Health Passports - Oh My! Presented by Lisa Hoehn***
- 2:15 PM** **Break & Expo Tables**
- 2:30 PM** **MBTA Business Meeting & Open Discussion**
- 3:30 PM** **Conclusion & Prize Drawing**

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Car Rental Industry: Current Industry Landscape



Corey Lowe

Director of Sales, Business Rental
Department/Michigan and Northern Ohio

ENTERPRISE HOLDINGS.





Current Industry Landscape

Car Rental Companies and
Navigating the Realities of
Today

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GLOBAL PANDEMIC + CAR RENTAL DEMAND

GLOBAL PANDEMIC + AUTO MANUFACTURERS

COMPUTER CHIP SHORTAGE

TECHNOLOGY IN VEHICLES

CAR RENTAL INDUSTRY RESPONSE

BUSINESS TRAVEL TIPS

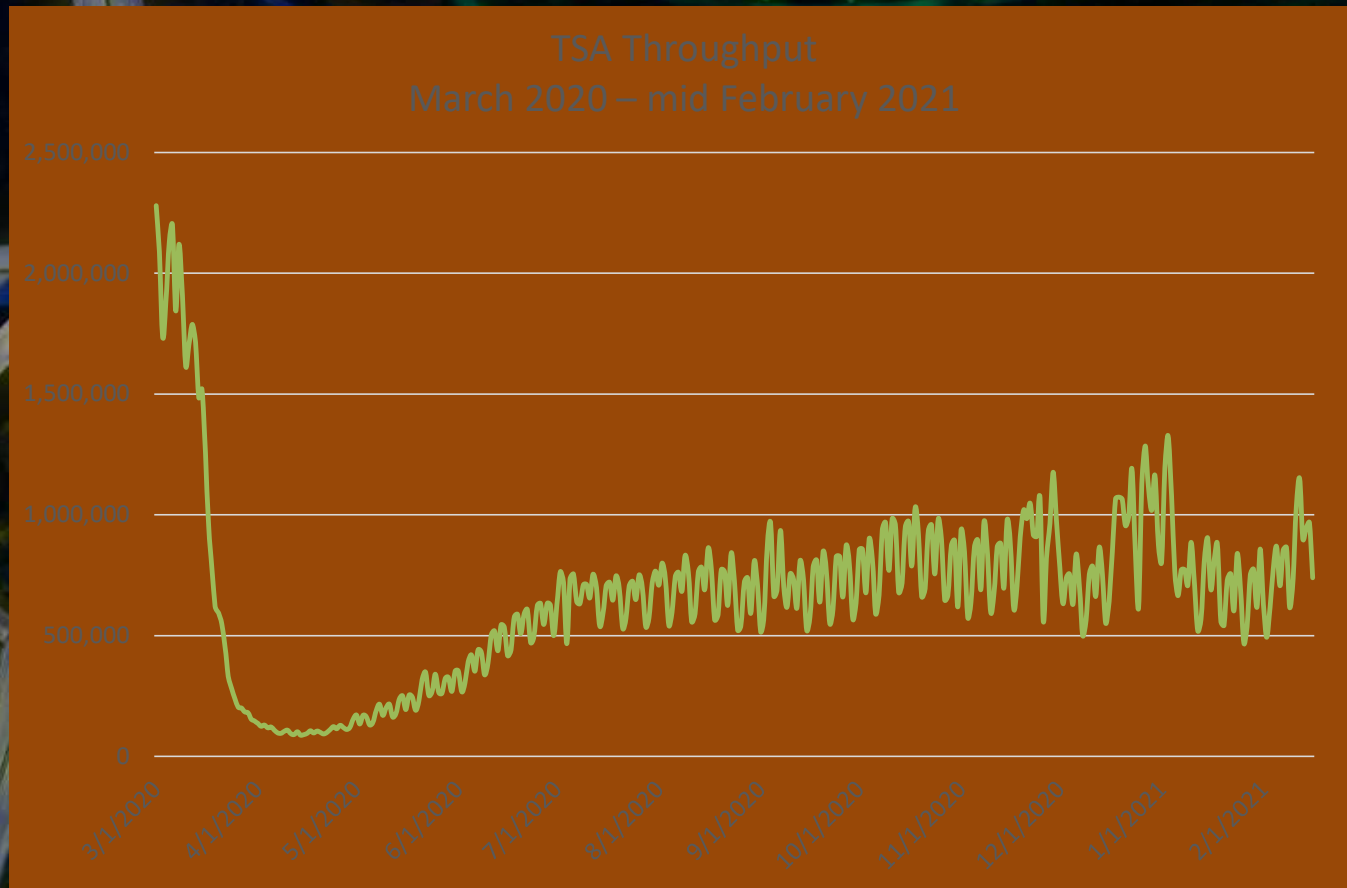
AGENDA

+ THE COMBINED POWER OF

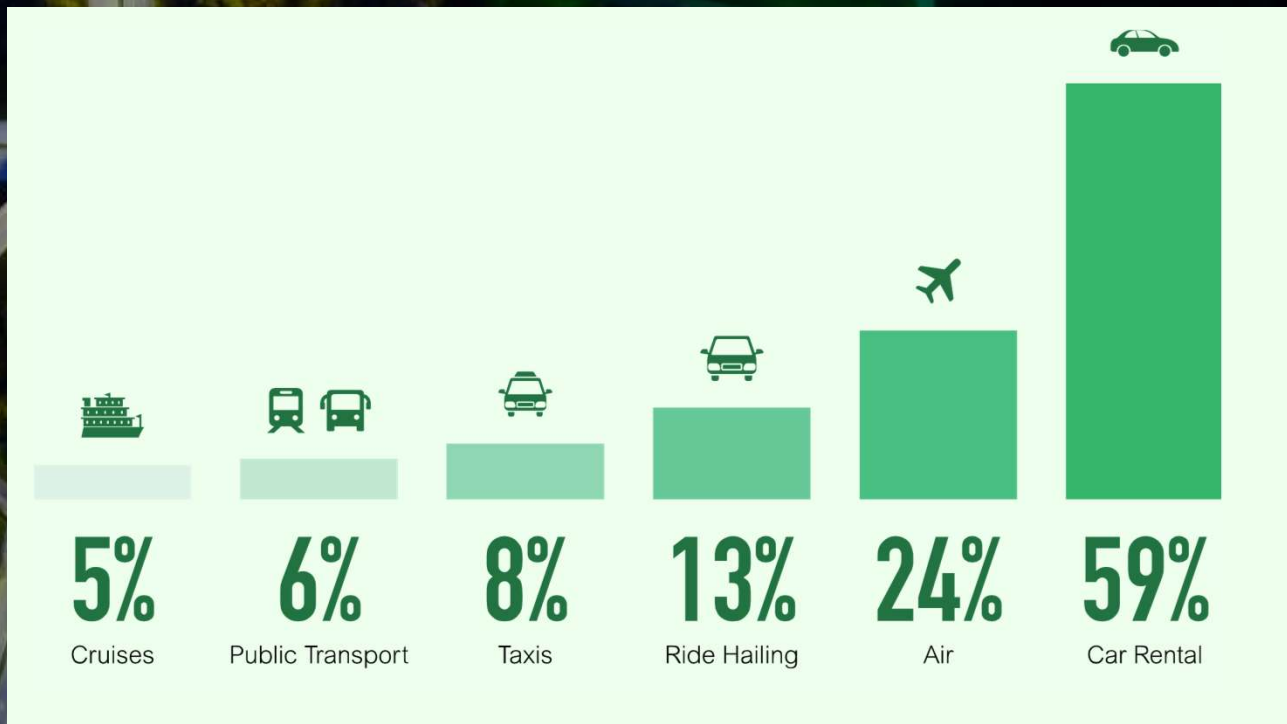
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TSA Crosses Million Passenger Threshold in Daily Screenings



Car Rental Perceived as Safest Mode of Transportation



Source: EHI Renter Sentiment Weekly Pulse (April - May 2020)

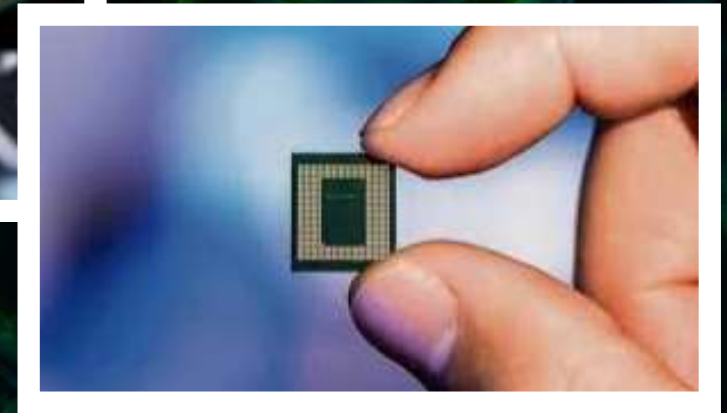
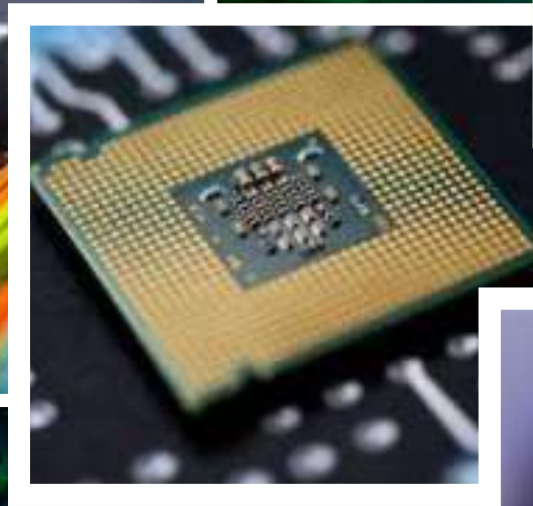
US BUREAU OF
ECONOMIC ANALYSIS

PRODUCTION PLUNGED IN 2020



U.S. recessions are shaded; the most recent end date is undecided. | Source: U.S. Bureau of Economic Analysis | fred.stlouisfed.org

Semi-Conductor Chips

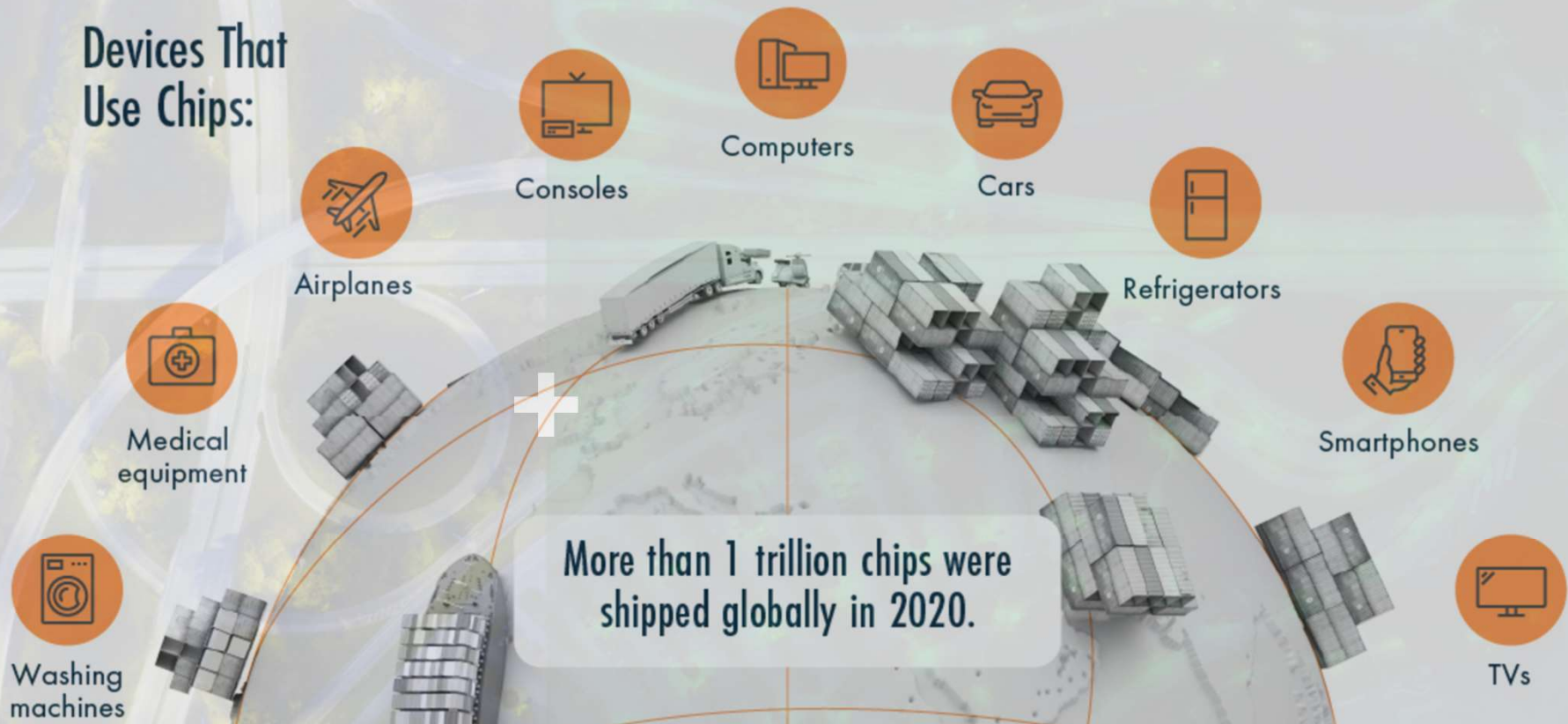


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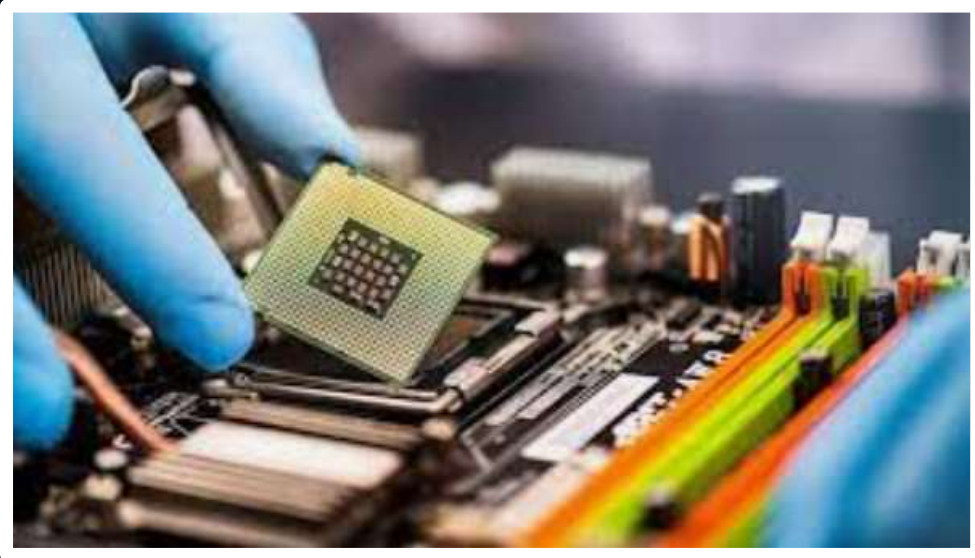
Devices That Use Chips:



More than 1 trillion chips were shipped globally in 2020.

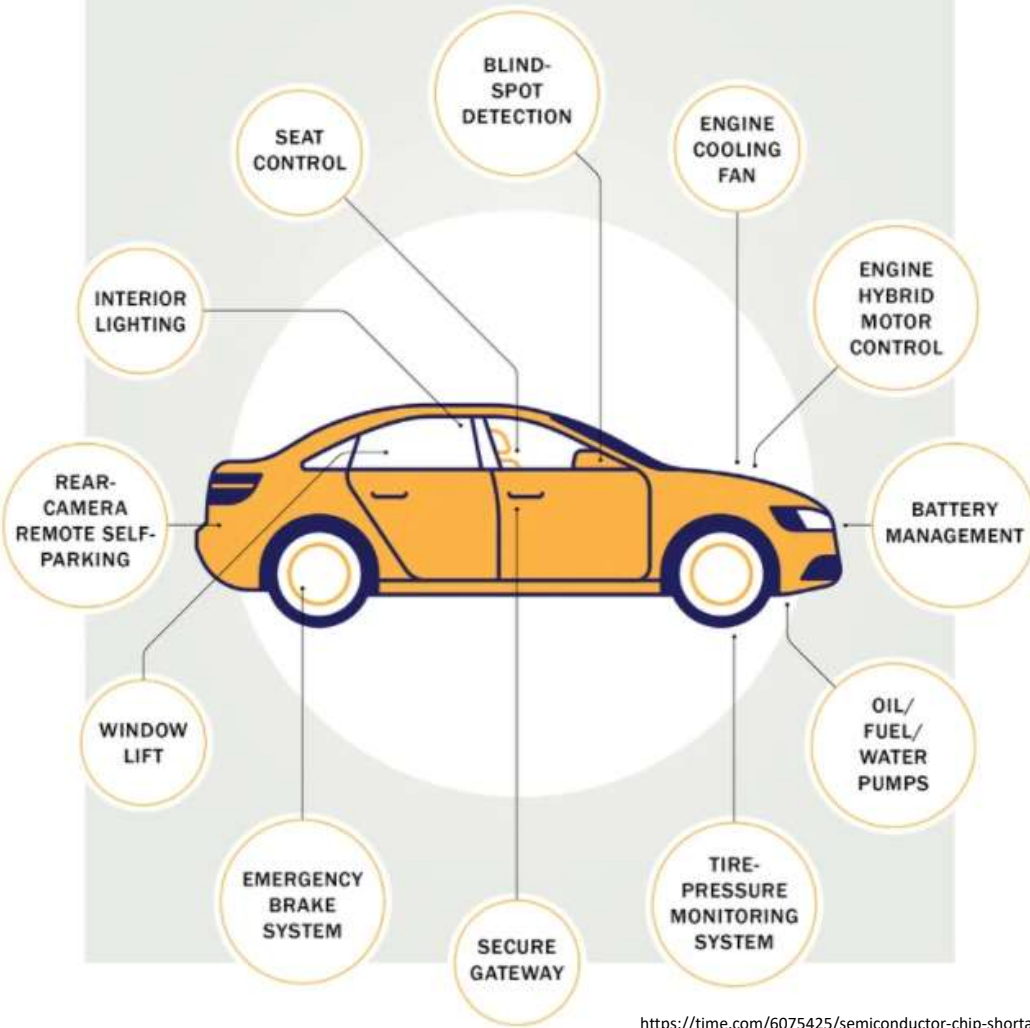
<https://www.visualcapitalist.com/how-to-invest-in-the-booming-chip-tech-industry/>

Semi-Conductor Chips



- Shortage of Suppliers in Industry
- Increased Demand
- Supply Chain Challenges

**A TYPICAL NEW CAR CONTAINS
MORE THAN A THOUSAND CHIPS**



<https://time.com/6075425/semiconductor-chip-shortage/>

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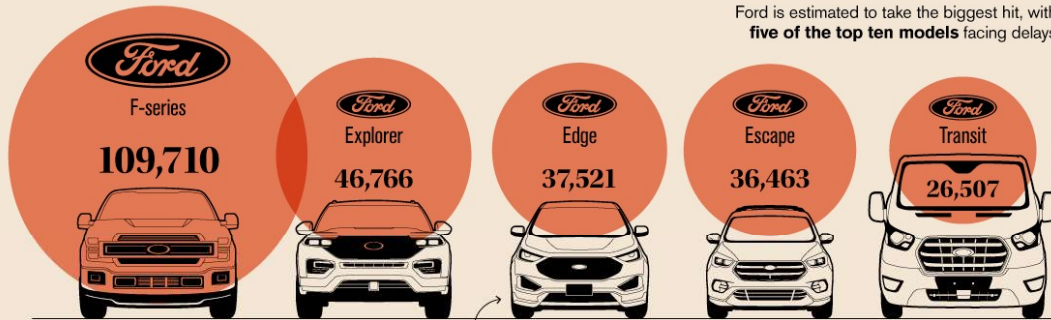
Global Chip Shortage

IMPACT ON AMERICAN AUTOMAKERS

Semiconductor manufacturing has taken a big hit because of the pandemic and shifting consumer demands, impacting the production of more than **1 million vehicles** in North America alone.

Top 10 Biggest Hit Models

Ford is estimated to take the biggest hit, with **five of the top ten models** facing delays.



Ford, Stellantis, and GM combined for 855k in reduced vehicle production in the U.S. 10 other automakers total just 220k.

Just one car can have anywhere from **500 to 1,500** different chips depending on complexity.

GM's CEO said the shortage could cost the company up to **\$2 billion in lost earnings**.



Source: AutoForecast Solutions (May 18), Detroit Free Press



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Kentucky Speedway / Ford Trucks



<https://www.wcpo.com/money/consumer/dont-waste-your-money/thousands-of-new-ford-pickups-parked-cant-be-sold>

Semiconductor Issue Forces Nissan to Shutdown U.S. Plant

August 20, 2021 08:59 AM

VW cuts output at Wolfsburg plant as chip shortage bites

Automotive

BUSINESS | AUTOS & TRANSPORTATION | AUTOS INDUSTRY

Toyota to Cut Output as Chip Shortage Finally Catches Up to It

Car maker says it will cut production in Japan by 40% in September



Joseph Szczesny, Executive Editor
Aug. 12, 2021

<https://www.thedetroitbureau.com/2021/08/semiconductor-issue-forces-nissan-to-shutdown-u-s-plant/>

... American

Updated Aug. 19, 2021 1:03 pm ET

<https://www.wsj.com/articles/toyota-succumbs-to-chip-shortage-and-shuts-factories-11629372702>

U.S. truck

Wolfsburg plant as chip shortage bites

operates on only one shift

<https://europe.autonews.com/automakers/vw-cuts-output-wolfsburg-plant-chip-shortage-bites>

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Car Rental Industry Response

+

Maximizing Acquisition
Opportunities

Vehicle Preservation

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Business Travel Tips



Planning a trip? Book your vehicle as early as possible.



Difficulty finding a rental for your entire trip? Try alternate locations to accommodate your travel plans.



Include your flight information in your car rental reservation



Cancelling your trip? Remember to cancel your rental car reservation too.

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**MAKING BUSINESS TRAVEL
BETTER FOR ALL**

Thank you.

Announcement of 2022/23 Chapter President & Chapter Secretary

Special Thanks to the Nomination Committee!



Break & Expo Tables

Thank you to today's Sponsors!



Identifying and Reporting Human Trafficking



Kelly Carter

Chair, Michigan Human Trafficking
Commission Senior Attorney Specialist
Michigan Department of Attorney General



Michigan Attorney General Dana Nessel

Identifying and Reporting Human Trafficking

Kelly A. Carter
Assistant Attorney General
Criminal Trials Division
Human Trafficking Unit

Michigan Business Travel Association

September 16, 2021



Objectives:

- Differentiate between human trafficking and other crimes
- Recognize the circumstances which make human trafficking victims vulnerable
- Identify strategies to effectively recognize human trafficking victims
- Identify additional resources on recognizing and assisting human trafficking victims



What is Human Trafficking

- Crime of exploitation – not transportation
- Victims are vulnerable in some way
 - Runaway girl
 - Foreign national dependent on documents
 - Trafficker gets victim addicted to drugs
- Trafficker exploits vulnerability



What form does Human Trafficking take:

Sex Trafficking

- Prostitution
 - Online Escorts
 - On the corner
 - Strippers
 - Online “peep” shows
- Brothels
- Massage Parlors

Labor Trafficking

- Domestic Servitude
- Agricultural
- Landscaping
- Construction
- Restaurants



Human Trafficking Can Happen Anywhere

- Do you have abused/neglected children?
- Do you have a “red-light” district (or just truck stops)?
- Do you have the Internet? And Hotels?
- Do you have massage parlors?
- Do you have large agricultural operations?
- Do you have resorts?
- Do you have nail salons/hair braiding salons?
- Do you have restaurants?



Indicators: SEX TRAFFICKING

- Has few or no personal possessions
- Is not in control of his/her own money, no financial records, or bank acct.
- Is not in control of his/her own identification documents (ID or passport)
- Is not allowed or able to speak for themselves (a third party insists)
- Claims of just visiting but unable to identify where staying/address
- Lack of knowledge of whereabouts –doesn't know what city he/she is in
- Loss of sense of time
- Has numerous inconsistencies in his/her story



Indicators: LABOR TRAFFICKING

- Works excessively long and/or unusual hours
- Is not allowed breaks or suffers under unusual restrictions at work
- Owes a large debt and is unable to pay it off
- Was recruited through false promises concerning the nature and conditions of his/her work
- High security measures exist in the work and/or living locations (e.g. opaque windows, boarded up windows, bars on windows, barbed wire, security cameras, etc.)



Human Trafficking – Legal Definition

Generally, both Federal and State Law:

Whoever provides or obtains the labor or services of a person by

- Force= physical force or threats of force, physical restraint, or threats of physical restraint to that person or another person;
- Fraud = abuse or threatened abuse of law or legal process; or
- Coercion - scheme, plan, or pattern intended to cause the person to believe that, if that person did not perform such labor or services, that person or another person would suffer serious harm or physical restraint
- OR facilitating or controlling access to controlled substances
- Under 18 engaging in commercial sex
- No MOVEMENT required - No RESTRAINT required



HT Victim Characteristics

- Like Domestic Violence/Sexual assault victims:
- Subjected to repeated trauma - hard to keep facts straight
 - Block events from memory
 - Avoid thoughts, feelings, conversations
 - Unable to recall details
 - Diminished interest or participation
 - Feeling detached or estranged
 - Feeling depressed/hopeless



HT Victim Challenges

- Stigma as “damaged goods”
- Religious/cultural beliefs
- Threats to family/children in home county
- Ongoing physical threats and assaults
- Continued isolation
- Lack of housing –nowhere to go
- Fear of being treated as a criminal
- Alcohol/drug addiction
- Trauma bonding/Stockholm syndrome
- Threats of deportation/ Document confiscations
- Debt Bondage



HOW IT ALL COMES TOGETHER: Human Trafficking Case Examples



Labor Trafficking - Hair Braiding

- Teen African girls – “imported” on false passports by family friend
- Promised education in US
- In early teens – forced to work 14 hours/day in hair-braiding salon
- Earned \$300-\$500/day but forced to turn it over to trafficker
- Threatened, burned, denied food and without documents



Labor Trafficking - Domestic Servitude

- African woman – local ‘power-broker” arranged for her to go to US to work as maid
- Got to US – documents were taken
- Forced to work 18 hour days caring for home, family and severely disabled 18 year-old son – no/few days off
- Denied contact with family/church
- Told her pay was being sent to family back home – it wasn’t
- Beaten and threatened with retribution to family back home



Minor Sex Trafficking - “Gruesome”

- 2 teenage girls
- Trafficked at different times
- Hybrid – street prostitution/brothel
- Both managed to escape – self identified victims
- Both testified
- Trial – no mention of “human trafficking”
- Expert testimony



Detroit Pink: Online Escorts

- Couple dozen “escorts”
- The “agency” took the pics – posted the ads and took about ½ the proceeds
- Muhammad regularly used violence and threats of violence to keep the girls working
- Even after Pink disbanded, many girls stayed with Muhammad



TRAVEL INDICATORS: General

- Individuals show signs of malnourishment, poor hygiene, fatigue, sleep deprivation, untreated illness, injuries, and/or unusual behavior.
- Individuals lack freedom of movement or are constantly monitored.
- Individuals have no control over or possession of money or ID.
- Individuals dressed inappropriately for their age or have lower quality clothing compared to others in their party.



TRAVEL INDICATORS: Lodging

- Consistent visits from different men to a single guestroom every hour
- An excessive number of people in one guestroom
- A guest using multiple cell phones, pagers and credit cards
- Guests checking in with little or no luggage
- Guests unable to verify what city they came from
- Guests who are distrustful of security, and may be acting as if they are being watched
- Excessive noise or violent situations with the same guest or guestroom
- "Friends" or "relatives" of a guest visiting their room who are unable to provide their name or other identifying information



TRAVEL INDICATORS: Lodging

- The same person reserves multiple rooms.
- Room is rented hourly, less than a day, or for long-term stay that does not appear normal.
- Extended stay with few or no personal possessions.
- A third party pays for a renewal or extension of reservation.
- Insists on little or no housekeeping
- Requests room or housekeeping services (additional towels, new linens, etc.), but denies hotel/motel staff entry into room.
- Presence of multiple computers, cell phones, pagers, credit card swipers, or other technology.



Additional Travel Resources:

- **ECPAT USA**
 - <https://www.ecpatusa.org/travel-elearning>
- **Department of Homeland Security- Blue Campaign:**
<https://www.dhs.gov/sites/default/files/publications/blue-campaign/toolkits/hospitality-toolkit-eng.pdf>



Who to call

- National Human Trafficking Hotline:
 - 888-3737-888
 - Text: HELP or INFO to (233733)
- SEMTEC Task Force: 313-965-2323 (if child or domestic victim)
- Department of Homeland Security (if foreign-national victim)
 - Call 1-866-347-2423 (toll free)
 - Report online at www.ice.gov/tips
 - <http://www.dhs.gov/topic/human-trafficking>
- If victim is not ready to talk to LE but need services:
 - Call the Salvation Army 248-443-5500



Attorney General Assistance

Kelly A. Carter
Assistant Attorney General
Criminal Division
Cadillac Place
3030 W. Grand Blvd, Ste. 10-200
Detroit, MI 48202
CarterK1@michigan.gov
Tx: 313-456-0180
Fx: 313-456-0181

2021 Charity: Downriver For Veterans



Ann Rudisill

Founder

Downriver for Veterans

Lunch, Networking, & Expo Tables

Thank you to today's Sponsors!



Travel, Vaccines, Health Passports - Oh My!

Lisa M Hoehn
SVP Global Account
Management

ALTOUR



Travel, Vaccines, Health Passports - Oh My!

Lightening Poll - Show of Hands

- **Have you used a digital passport app?**
- **Has your company mandated a digital passport solution?**
- **Have you figure out your options?**

Fact from Fiction

The EU Digital COVID Certificate Regulation entered into application on 01 July 2021. EU citizens and residents will now be able to have their Digital COVID Certificates issued and verified across the EU.

Gallup: Majority Favor Vaccination Proof for Travel & Hospitality

Delta Air Lines Study Highlights Benefits of Covid-19 Testing Requirements

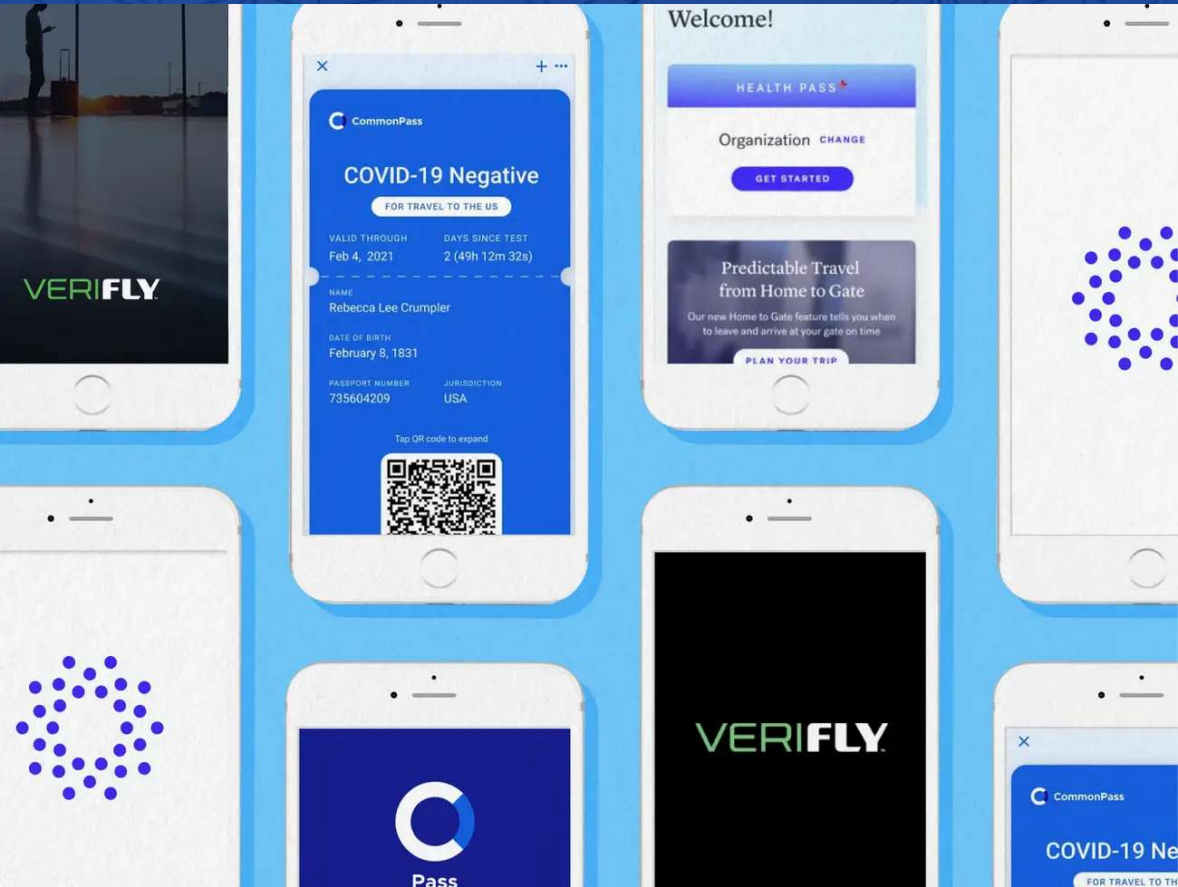
AirPlus Study: Cos. Prepping for Higher Travel Costs

Biden Mandates Vaccines for Businesses with More than 100 Employees

One-Third of U.S. Business Travelers Have No Concrete Travel Plans

Places like music venues and sports arenas have begun requiring proof of vaccination in order to gain entry.

Vaccine passport apps offer an easy solution for quickly providing vaccine information wherever necessary.



Which is the best?

How do you choose?

Connecting the people that connect the world.™



Fact from Fiction



Fact from Fiction – SWOT Analysis

Strengths

- Everyone agrees this is needed
- Several sites up and running
- Support sites to provide real time travel restrictions

Weaknesses

- Changing Daily
- Politically driven
- No one source accepted by all

Opportunities

- Corporate Industry has a strong voice
- One source accepted by all
- Technology will support other industry initiatives, i.e. sustainability

Threats

- Cost
- Confusion
- Senior travelers challenges

What is out there today and future players

Today

- Clear Health Pass
- IATAN Travel Pass
- Verify
- CANImmunize
- NHS Covid Pass
- SafePass
- Excelsior Pass
- Common Pass
- What else?

Additional Resources

- Passport/Visa Services
- Airline Sites
- Sherpa
- Duty of Care, Risk Management Companies
- GBTA
- Copy to Wallet and keep copy on hand (don't laminate!)
- Let's stay connected!

Future

- US Gov't Digital Pass
- Worldwide Pass

Q&A - Best Practices

Do you believe we can we get to:

US Gov't Digital Pass

or

Worldwide Digital Pass Solution

Thank you!

Break & Expo Tables

Thank you to our Break Sponsor!

POSADAS®

Business Meeting

President's Remarks and Updates

Leslee Fritz, MBTA President 2020/21

- Call to order
- General Updates
- Committee Updates

Design Thinking Project

Jenny Baumann

Delta Air Lines

MBTA Vice President



Membership Committee

Megan Craig

Amerilodge Group
Membership Chair



Sponsorship Committee



Shirley Randall, GTP

National Airlines

Sponsorship Chair

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Treasurer's Report



Elisabeth Johnson, CCTE, GTP

Meritor Inc.


Chapter Treasurer/Education Chair

Michigan Business Travel Association

Balance Sheet

As of August 31, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
BUSINESS CLASSIC (5594)	74,882.92
Total Bank Accounts	\$74,882.92
Other Current Assets	
Undeposited Funds	-680.00
Total Other Current Assets	\$ -680.00
Total Current Assets	\$74,202.92
TOTAL ASSETS	\$74,202.92
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Opening Balance Equity	40,793.29
Retained Earnings	35,374.43
Net Income	-1,964.80
Total Equity	\$74,202.92
TOTAL LIABILITIES AND EQUITY	\$74,202.92



READY. SAFE. TRAVEL.

GBTA CONVENTION 2021 – ORLANDO

November 17–19

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Register today for the most important gathering of business travel professionals since the onset of the pandemic and the subsequent impact on our industry.

[Check out the Education Sessions >>](#)

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

LinkedIn: <https://www.linkedin.com/groups/3178147/>

Please complete the survey!





Meeting Adjourned

Next Events:

November 17 – 19 – GBTA Convention, Orlando, FL

December 2 – Holiday Meeting & Charity Auction