



May 13, 2022

Representative Jack O'Malley
Chair, Michigan House Transportation Committee
375 Capitol Building
P.O. Box 30014
Lansing, MI 48909-7514

Dear Representative O'Malley,

RE: Supernal, LLC Support for Senate Bill 795

Dear Representative O'Malley:

Mr. Chairman, Members of the Committee for the record my name is Nathan Trail, and I am the Director of State and Local Policy Supernal, LLC ("Supernal"), which is the Advanced Air Mobility division of Hyundai Motor Group, and I am here today in support of Senate Bill 795 ("SB 795").

At Supernal, we are focused on developing human-centered, multimodal mobility solutions to create a better, more accessible model of transportation within the U.S. This multimodal mobility solution will be connected to current transit networks and is centered around Advanced Air Mobility ("AAM") which will leverage under-utilized aerial transportation routes to reduce congestion, improve equity of access, promote green energy, boost job growth and economic development, and increase connectivity.

The AAM industry has significant potential to transform our communities and could substantially improve the overall quality of life for many people. However, these benefits can only be realized by developing forward-thinking policies and regulations alongside state and local lawmakers and local community stakeholders. This bill is encouraging to see because it takes a proactive approach to embracing this transformative technology while addressing the need for input from various government, community, and industry stakeholders.

Advanced Air Mobility might sound like a far-off concept, but this technology is very real and the need to begin developing smart policies and regulations to enable the industry is critical. Supernal has set up our global headquarters here in the US. We are currently having dialogue with the FAA on aircraft certification, we've setting up R&D, manufacturing, and offices in the U.S., We're investing \$1.5 billion to toward the development of AAM. We're also not the only one in this space, there are various other industry stakeholders developing AAM capabilities.

We have a goal of commercialization by 2028, which might seem far away but when you consider the infrastructure, policies, and regulations needed to enable this industry - now is the time to begin working on these issues, and something that's very important to us is working alongside state and local stakeholders to make sure this technology best fits the state and its individual communities. This is why we're so encouraged by this bill because it addresses the importance of embracing this technology as well as the importance of including all the necessary stakeholders, which is often overlooked when trying to scale emerging technology. We're committed to being an ally to state and local governments and communities in developing this industry and this bill gives us a path to do that.

The passage of this bill would position Michigan as a leader in this industry and would help to scale this transformative technology in a way that best meets the needs of its citizens. Thank you and we respectfully ask the committee to support SB 795.

Sincerely,

A handwritten signature in black ink, appearing to read "Nathan Trail". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Nathan Trail
Director of International, State & Local Policy
Supernal