



**ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS SPECIAL MEETING  
WEDNESDAY, NOVEMBER 20, 2019 – 10:30 A.M.**

**BOARD MEMBERS PRESENT:** Clifford Brown  
Marsha Bruhn  
Linda Forte  
Damon Hodge  
Chris Jackson  
Thomas Stallworth

**BOARD MEMBERS ABSENT:** Kimberly Clayson  
John Naglick (Ex-Officio)  
Kwaku Osei  
Jonathan Quarles

**SPECIAL DIRECTORS  
PRESENT:** None

**SPECIAL DIRECTORS  
ABSENT:** Emily Black (I-94 Industrial Park Project)  
Marvin Thomas (I-94 Industrial Park Project)

**OTHERS PRESENT:** Helen Broughton (DEGC/EDC)  
Gregoire Eugene-Louis (DEGC/EDC)  
Charlotte Fisher (DEGC/EDC)  
Lily Hamburger (DEGC/EDC)  
Gay Hilger (DEGC/EDC)  
Denise Hundley (DEGC/EDC)  
Malinda Jensen (DEGC/EDC)  
Paul Kako (DEGC/EDC)  
Jennifer Kanalos (DEGC/EDC)  
Glen Long (DEGC/EDC)  
Andrew Lucco (DEGC/EDC)  
Michelle Matthews (DEGC/EDC)  
Rebecca Navin (DEGC/EDC)  
Mariangela Pledl (DEGC/EDC)  
Martha Potere (DEGC/EDC)  
Orza Robertson (DEGC/EDC)  
Kelly Shovan (DEGC/EDC)  
Brianna Walker (DEGC/EDC)



**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS SPECIAL MEETING  
WEDNESDAY, NOVEMBER 20, 2019  
DETROIT ECONOMIC GROWTH CORPORATION  
500 GRISWOLD, SUITE 2200  
10:30 A.M.**

**CALL TO ORDER**

Noting that a quorum was present, Chairperson Forte called the Special meeting of the Economic Development Corporation Board of Directors to order at 10:32 a.m.

Ms. Forte advised that they just had a Finance Committee meeting and would like to have the three Streetscape loans that were reviewed and recommended for approval come on as “walk-ons” to expedite the process to get the funds to the individuals. Ms. Forte asked if there were any objections.

On a motion by Ms. Bruhn, seconded by Mr. Brown, the Board unanimously agreed to amend the agenda to include the three additional Streetscape loans.

**GENERAL**

**Approval of Minutes**

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the October 22, 2019 Regular Board meeting. Hearing none, the Board took the following action:

On a motion by Mr. Stallworth, seconded by Mr. Brown, Resolution Code EDC 19-11-02-324 was unanimously approved.

**Receipt of Treasurer’s Report for October 2019**

Ms. Shovan reviewed the Treasurer’s Report of Receipts and Disbursements for the month of October 2019 for the benefit of the Board. With there being no questions, the Board took the following action:

On a motion by Mr. Brown, seconded by Mr. Hodge, Resolution Code EDC 19-11-03-245 was unanimously approved.



## **PROJECTS**

### **I-94 Industrial Park Project: Mt. Elliott Improvement Project - Authorization to Enter into a Funding Agreement with the City of Detroit**

Mr. Robertson reported that the Economic Development Corporation of the City of Detroit (“EDC”), in coordination with the City of Detroit (the “City”), has been engaged in planning for and assessing the feasibility of redeveloping the Mt. Elliott Street as a key transportation route to support recent and future commercial and industrial investments in and around the I-94 Industrial Park District (the “Project”). Both parties have been working together to develop a scope of work and attract and secure funding for the Project. Most recently, the City and the EDC have been working to secure project funding from a variety of sources, including the Michigan Department of Transportation (“MDOT”). The total project cost is estimated at \$4.2 million. MDOT has made a commitment to provide the City with \$2.42 million of Transportation Enhancement Dollars for eligible project costs associated with the improvements to Mt. Elliott Street, from Georgia to Conant, with the City responsible for securing \$1.78 million.

In order to help secure the state funding and support the City’s overall project funding needs, EDC staff is requesting that this Board commit an amount not to exceed Eight Hundred Fifty Thousand and 00/100 (\$850,000.00) Dollars (the “EDC Funds”) to help pay for costs associated with the construction of the Project. These costs would include EDC’s direct costs for contracting for civil design and engineering services, construction engineering and inspection services, and environmental assessment services. In addition, the balance of the EDC Funds after paying for the foregoing services, would be transferred to the City of Detroit as a contribution towards the City’s match commitment, pursuant to a funding agreement between the EDC and City, through its Department of Public Works (“DPW”).

The EDC staff recommended the Board’s approval of the allocation of the EDC Funds for the Project and authorization to execute a commitment letter relating to use the EDC Funds for the Project and to negotiate and execute a Funding Agreement with DPW.

A resolution was included in the Board material for consideration.

Ms. Forte questioned what the funding source would be of the EDC’s contribution. Mr. Robertson responded it would come out of the allocation for the I-94 Industrial Park Project.

Mr. Jackson asked if this was a City, County or State road. Mr. Robertson responded he was not sure. Mr. Jackson said that the only reason he asked that was typically it would be the responsibility of the party that owns the road and he was curious why, if it was not a City road, the City would pay for anything.

Ms. Navin stated that Mr. Robertson will confirm, but because this relates to Mt. Elliott, she is quite sure that road is under the jurisdiction of MDOT. That is why MDOT will be undertaking the actual construction work. She believes that why the City is required to make a contribution towards the costs is that this is a project that the City wants to undertake. Without the request from the City, MDOT may not be doing the improvements in this area at this time.



Subsequent to the discussion, the Board took the following action:

On a motion by Ms. Bruhn, seconded by Mr. Brown, Resolution Codes EDC 19-11-13-57 and Code EDC 19-11-68-12 were unanimously approved.

**Small Business and Commercial Corridor Revitalization Program: Amendment Number 3 for City of Detroit Contract Number 6000226 to Replenish Funding for Amended and Restated Subrecipient Agreement**

Ms. Pledl advised that, as the Board is aware, at the request of the City of Detroit (the “City”) Mayor’s Office and Housing and Revitalization Department (“HRD”), the Economic Development Corporation of the City of Detroit (“EDC”), is administering small business and commercial corridor revitalization programs known as Motor City Match and Motor City Re-Store (the “Programs”).

The Programs are implemented, in part, through Community Development Block Grant and general fund funding from the City pursuant to subrecipient agreements. The current subrecipient agreement (contract number 6000226) (the “Agreement”) expires on December 31, 2019 and, subject to City Council approval, HRD has requested an extension of the expiration date of the Agreement from December 31, 2019 to January 21, 2021 to continue to support the Programs.

EDC staff recommended the Board of Directors approve the requested extension. A resolution was included in the Board material for consideration.

Ms. Navin advised that there is a typographical error in the memorandum and resolution. It should read December “31” not “21”.

Subsequent to the discussion, the Board took the following action:

On a motion by Mr. Stallworth, seconded by Mr. Brown, Resolution Code EDC 19-11-91-103 was unanimously approved, as amended.

**Streetscape Mitigation Loan Fund Program**

Ms. Hamburger advised that, as the Board is aware, to support the financial stability of Detroit’s businesses during the streetscape improvement construction projects on key commercial corridors in Detroit’s neighborhoods, Economic Development Corporation of the City of Detroit (“EDC”) in coordination with the City of Detroit (the “City”), foundations and other partners, is implementing a program that will fund zero-interest loans and technical assistance to qualifying businesses. On August 27, 2019, the EDC approved a pilot Streetscape Mitigation Loan Fund Program (the “Program”) for Livernois between Margareta and 8 Mile with an initial \$400,000 loan pool. It is anticipated that as additional funds are raised, the Program will be implemented in other areas impacted by planned streetscape improvement projects, below are the EDC staff recommendations for approval of four loans (Exhibits A, B, C, and D) under the Program, and with the Board’s approval, the additional Exhibits E, F and G to be distributed.



Ms. Hamburger called on Ms. Walker who reviewed the proposed terms of the loan to Stokes Enterprises as follows:

**EXHIBIT A  
SUMMARY OF PROPOSED TERMS  
STOKES ENTERPRISES, LLC DBA KARISMAS KLOSET BOUTIQUE LOAN REQUEST**

**Borrower Name:** Stokes Enterprises, LLC DBA Karismas Kloset Boutique  
**Borrower Business Location:** 19458 Livernois, Detroit, MI 48221  
**Date:** 11/6/2019  
**Request:** \$20,000.00 Commercial Business Loan  
**Rate:** 0%  
**Fee:** \$0.00  
**Repayment:** Principal Only  
**Term:** 72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.  
**Security:** 1991 Sun Clipper F530, fully renovated as a food truck  
**Analyst’s Rating:** 6.9 – Acceptable Risk  
**Analyst/Officer:** Brianna Walker

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Tykia Stokes, the owner of Karismas Kloset is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction. The property's physical location is 19458 Livernois, Detroit. EDC financing will support rent, working capital, advertising, business debt repayment, payroll and repairs.

Karismas Kloset is a clothing store whose target demographic is women, age 16-49. The store sells fashionable clothes, shoes and accessories. Ms. Stokes originally began as an online retailer, before she expanded to a brick and mortar location on the Avenue of Fashion in 2014. In March of 2018 she had a major break-in that had a large impact on her sales. Net income for Karismas Kloset from January 2019 through July 2019 is down 93% compared to an average monthly net income from 2018. Revenue has gone up 23% in that time period because her she was shut down due to the break-in in 2018.

**SOURCES AND USES**

Uses of Funds	Amount
Rent	\$5,000.00
Working Capital (inventory)	\$4,000.00
Advertising	\$3,000.00
Business debt repayment	\$3,000.00
Payroll	\$3,000.00
Repairs	\$2,000.00
Sources of Funds	
EDC Streetscape Mitigation Fund	\$20,000.00



### **SOURCE OF REPAYMENT**

**Primary:** Cash Flow from Karismas Kloset Boutique and Ty's Kitchen N Grill  
**Secondary:** Vehicle – Food Truck

### **COLLATERAL AND CONDITIONS**

**Personal Assets:** 1991 Sun Clipper F530, fully renovated as a food truck  
**Real Estate:** N/A  
**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.  
**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
2.) Annual Business and Personal Financial statement/tax return

Ms. Forte asked the Board if there were any comments or questions. Hearing none, Ms. Hamburger advised that Ms. Matthews will present the next loan request. Ms. Matthews reviewed the terms of the loan as follows:

### **EXHIBIT B SUMMARY OF PROPOSED TERMS GOOD TIMES ON THE AVE, LLC LOAN REQUEST**

**Borrower Name:** Good Times on The Ave, LLC  
**Borrower Business Location:** 19416 Livernois, Detroit, MI 48221  
**Date:** 11/6/2019  
**Request:** \$20,000.00 Commercial Business Loan  
**Rate:** 0%  
**Fee:** \$0.00  
**Repayment:** Principal Only  
**Term:** 72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.  
**Security:** Personal Guarantee  
**Analyst's Rating:** 7.5 – Moderate Risk  
**Analyst/Officer:** Michelle Matthews

### **LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

LaDonna Reynolds the owner of Good Times on The Ave, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. The property's physical location is 19416 Livernois, Detroit. EDC financing will support rent, payroll, and utilities.



Good Times on The Ave is Livernois’s newest restaurant serving traditional American dishes with lobster, shrimp, steak and lamb chops. LaDonna and Derrick Reynolds have invested 500K in the purchase and renovation of 19416 Livernois. Good Times is a recipient of the Motor City Match Cash Track. Revenue is down 67% for Good Time on the Ave from August through October 2019 in comparison to the projections expected to achieve in 2019. Actual Net Income is down 110% when compared with the business projections.

LaDonna and Derrick Reynolds own two other businesses- a salon and construction renovation company. The Reynolds created a holding company for their real estate ventures, which collects rent from Good Times. The Reynolds are savvy entrepreneurs and are working diligently to better control their operating expenses to improve their net income once business stabilizes.

**SOURCES AND USES**

<b>Uses of Funds</b>	<b>Amount</b>
Rent	\$ 4,000
Utilities	\$3,600
Insurance	\$1,700
Advertising	\$ 2,300
Payroll	\$ 7,200
Telephone	\$ 1,200
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$20,000

**SOURCE OF REPAYMENT**

**Primary:** Personal Guarantee  
**Secondary:** N/A

**COLLATERAL AND CONDITIONS**

**Business Assets:** N/A  
**Personal Assets:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
 2.) Annual Business and Personal Financial statement/tax return

Ms. Forte asked if there were any questions.

Ms. Bruhn stated that she noticed that most of the loans have a personal guaranty and asked for an explanation of the decision-making process on whether or not collateral will be pledged or a personal guaranty. Ms. Matthews responded that the business owner does own her own home, so the personal guaranty does give access to all of the assets versus just one and is a more universal way of protecting EDC’s investment.



Ms. Bruhn asked if this is generally the way most of the loans will be that come before the Board. Ms. Hamburger advised that in many of the cases, there are not hard collateral options.

Ms. Navin stated that the Program Guidelines provide that any loan above \$10,000 requires some form of collateral and that collateral can be in the form of a personal guaranty.

Ms. Bruhn asked for an explanation of what a personal guaranty is. Ms. Navin stated that we would pursue litigation and if a person has no personal assets, maybe they have a job and if we received a judgement with a personal guaranty, we could garnish their wages or we could access investment accounts, etc. With a judgement against an individual, we can pursue items that we might ask for as collateral.

Ms. Hamburger explained how the underwriting of the loans is done by staff for the Board's information.

Ms. Forte advised that we would move on to the next loan and Ms. Hamburger stated that Ms. Potere would present the loan to Hooper's Place.

Ms. Potere reviewed the proposed terms of the loan request as follows:

**EXHIBIT C  
SUMMARY OF PROPOSED TERMS  
HOOPER'S PLACE LLC LOAN REQUEST**

<b>Borrower Name:</b>	Hooper's Place LLC
<b>Borrower Business Location:</b>	18955 Livernois, Detroit, MI 48221
<b>Date:</b>	11/6/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.
<b>Security:</b>	Personal Guarantee
<b>Analyst's Rating:</b>	7.6 – Moderate Risk
<b>Analyst/Officer:</b>	Martha Potere

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Roger Hooper, Jr., the owner of Hooper's Place, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. The property's physical location is 18955 Livernois, Detroit. EDC financing will support rent, payroll, working capital, advertising, insurance, repairs, accounting, internet and utilities.



Hooper's Place enjoys a niche in the market by offering custom suits and custom details; Mr. Hooper is a tailor as well. He wanted to move his business to Detroit, and more specifically, the Avenue of Fashion to gain more visibility for his business, which had proven successful in Southfield over 10 years. Although the majority of his customers come from northwest Detroit, revenue for Hooper's Place took a significant hit in July and August when he moved to the Avenue of Fashion. From January – May of 2019, he had been nearly doubling his sales from the same months in 2018 when he was still in the Southfield location. Net profit is up 27.5% from 2018 to 2019 and revenues are up 0.1% because Mr. Hooper had a strong April – June of 2019.

#### **SOURCES AND USES**

<b>Uses of Funds</b>	<b>Amount</b>
Rent	\$ 6050
Utilities	\$ 950
Insurance	\$ 740
Accounting and Legal	\$ 350
Repairs	\$ 2,070
Working Capital	\$ 2,500
Payroll	\$ 5,500
Advertising/Marketing	\$ 1,200
Telephone	\$ 640
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$ 20,000

#### **SOURCE OF REPAYMENT**

**Primary:** Personal Guarantee  
**Secondary:** N/A

#### **COLLATERAL AND CONDITIONS**

**Business Assets:** N/A  
**Personal Assets:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
 2.) Annual Business and Personal Financial statement/tax return

Ms. Forte asked if there were any questions. Hearing none the Chair moved on to the next loan.

Ms. Hamburger advised that Ms. Matthews would be presenting a loan request from House of Morrison Shoe Repair. Ms. Matthews reviewed the terms of the loan as follows:



**EXHIBIT D  
SUMMARY OF PROPOSED TERMS  
HOUSE OF MORRISON SHOE REPAIR, LLC LOAN REQUEST**

**Borrower Name:** House of Morrison Shoe Repair, LLC  
**Borrower Business Location:** 18933 Livernois Detroit, MI 48221  
**Date:** 11/6/2019  
**Request:** \$20,000.00 Commercial Business Loan  
**Rate:** 0%  
**Fee:** \$0.00  
**Repayment:** Principal Only  
**Term:** 72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.  
**Security:** Personal Guarantee  
**Analyst’s Rating:** 7 – Moderate Risk  
**Analyst/Officer:** Michelle Matthews

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Ronda Morrison, the owner of House of Morrison Shoe Repair, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. The property's physical location is 18933 Livernois, Detroit. EDC financing will support payroll, renovation of the front lobby, and working capital.

Ronda learned her trade early on from her father, who was the original owner of the business. House of Morrison was established in 1954 to service clients with professional customer service, experienced craftsmanship, and attention to detail. Revenue for House of Morrison is approximately even comparing the period March through July for 2018 and 2019, however Ms. Morrison had made significant investments the year prior and was on track to make approximately 30% more in 2019. Net income from March - July 2019 is down 94% in comparison to 2018, in part due to those investments in the business prior to road construction starting on Livernois.

**SOURCES AND USES**

Uses of Funds	Amount
Payroll	\$ 4,300
Repairs and Maintenance	\$6,000
Working Capital	\$9,700
Sources of Funds	
EDC Streetscape Mitigation Fund	\$20,000

**SOURCE OF REPAYMENT**

**Primary:** Personal Guarantee  
**Secondary:** N/A



## COLLATERAL AND CONDITIONS

<b>Business Assets:</b>	N/A
<b>Personal Assets:</b>	N/A
<b>Conditions:</b>	Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.
<b>Reporting:</b>	1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA 2.) Annual Business and Personal Financial statement/tax returns

With there being no questions, Ms. Forte advised that the Board would now be considering the loans reviewed by the Finance Committee immediately before this Board meeting.

Ms. Hamburger distributed information on the three additional loans to the Board and thanked them for allowing staff to present these loans this morning.

Ms. Hamburger called on Ms. Walker to present the loan request from Teasers Boutique and Ms. Walker reviewed the proposed terms of the loan as follows:

## EXHIBIT E SUMMARY OF PROPOSED TERMS TEASERS BOUTIQUE, LLC LOAN REQUEST

<b>Borrower Name:</b>	Teasers Boutique, LLC
<b>Borrower Business Location:</b>	19355 Livernois Detroit, MI 48221
<b>Date:</b>	11/20/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.
<b>Security:</b>	Personal Guarantee
<b>Analyst's Rating:</b>	7 – Moderate Risk
<b>Analyst/Officer:</b>	Michelle Matthews

## LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY

Jeanne Paulette Williams, owner of Teasers Boutique, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. Ms. Williams learned to sew in high school and worked to refine her skills as a seamstress before opening her store on Livernois in 2006. Ms. Williams creates high-fashion, custom formal wear for anyone seeking a unique, hand-made outfit. Teasers Boutique is a staple on the Avenue of Fashion and a long-time fixture in the neighborhood.



Teasers Boutique is on the West side of Livernois, where much of the construction barrels lay strewn about. Ms. Williams has invested heavily in advertising and community events, including donating time and space to Light Up Livernois to increase traffic to her store. Ms. Williams has had countless days since construction began with zero sales and leveraged her personal credit to keep the business afloat. Revenue for Teasers Boutique from April through July of 2019 is down 15% and net income is down 22% in comparison to the comparable time frame in 2018.

#### **SOURCES AND USES**

<b>Uses of Funds</b>	<b>Amount</b>
Rent	\$ 2,200
Utilities	\$ 1,250
Working Capital	\$ 2,659
Insurance	\$ 1,704
Advertising/Marketing	\$ 1,500
Business Debt Repayment	\$ 9,601
Telephone / Internet	\$ 1,086
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$20,000

#### **SOURCE OF REPAYMENT**

**Primary:** Revenue from Teasers Boutique  
**Secondary:** Personal Guarantee

#### **COLLATERAL AND CONDITIONS**

**Business Assets:** N/A  
**Personal Assets:** N/A  
**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.  
**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
 2.) Annual Business and Personal Financial statement/tax return

Ms. Forte asked if there were any questions.

Mr. Jackson inquired if they were a recipient of Motor City Match or Re-Store grants. Ms. Walker stated that they were awarded for Re-Store but never engaged in their award due, in part, because of the landlord that owns that building, the Avenue Plaza. The idea was they were going to combine their design award to come up with one cohesive façade design, but that building owner never engaged all of the other business owners in the Plaza. To her knowledge, that design award has expired.

Mr. Jackson stated that he has noticed that many of the loan requests are coming from past awardees of the Motor City Match/Motor City Re-Store program and he just wants to make sure that we are giving them as much support as possible.



Ms. Forte thanked Mr. Jackson for his comments and Ms. Hamburger advised that Ms. Potere would be presenting the next loan.

Ms. Potere reviewed the proposed terms of the loan request from Tom’s Liquor Palace as follows:

**EXHIBIT F  
SUMMARY OF PROPOSED TERMS  
TOM’S LIQUOR PALACE, INC. LOAN REQUEST**

**Borrower Name:** Tom’s Liquor Palace, Inc.  
**Borrower Business Location:** 20078 Livernois, Detroit, MI 48221  
**Date:** 11/20/2019  
**Request:** \$20,000.00 Commercial Business Loan  
**Rate:** 0%  
**Fee:** \$0.00  
**Repayment:** Principal Only  
**Term:** 72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.  
**Security:** Personal Guarantee  
**Analyst’s Rating:** 7.7 – Moderate Risk  
**Analyst/Officer:** Martha Potere

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Tim Foumia, one of three owners of Tom’s Liquor Palace, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. The property’s physical location is 20078 Livernois, Detroit. EDC financing will support working capital, insurance expenses, repairs and utilities.

Family-owned and operated since 1994, Tom’s has been through two streetscape projects now, the first being in 2007 when the Livernois median was installed. Mr. Foumia has invested a significant amount of money into the business - \$125,000 into the exterior and almost \$10,000 in LED lighting alone. These are just two of his most recent renovations. He wanted to redo the floors in his business this year, but slow sales have forced him to go out of pocket to maintain inventory. Revenue is down 12% and net profit for the business is down 38% for the first three quarters of 2019 compared to the same time frame in 2018.

**SOURCES AND USES**

Uses of Funds	Amount
Working capital	\$ 2,000
Insurance	\$ 6,000
Repairs	\$ 9,000
Utilities	\$ 3,000
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$ 20,000



### **SOURCE OF REPAYMENT**

**Primary:** Revenue from Tom's Liquor Palace  
**Secondary:** Personal Guarantee

### **COLLATERAL AND CONDITIONS**

**Business Assets:** N/A  
**Personal Assets:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
2.) Annual Business and Personal Financial statement/tax return

Ms. Forte asked if there were any questions or comments.

Mr. Brown stated that he wanted to make sure that the working capital was not for the purchase of liquor. Ms. Potere advised that they were able to guarantee that it was not for the purchase of liquor and pointed out that part of the requirement is that the borrower submit proof of purchase for the funds that they have used.

Mr. Jackson reminded the Board that Tom's was one of the businesses that was not eligible for the Motor City Match/Motor City Re-Store programs because of the type of business.

Mr. Lucco, Motor City Match Program Manager, advised that in the Guidelines, they do not have a prohibition of liquor stores, however, since his business was already open, it does not qualify for the Motor City Match Program. Because in the scoring criteria we take into account community impact, this one would not qualify. He could apply for the Re-Store Program but must likely would not get an award because that Program uses the same scoring criteria.

Ms. Forte asked if there were other questions. Hearing none, Ms. Hamburger advised that Ms. Pledl would present the last loan request. Ms. Pledl presented the proposed terms as follows:

### **EXHIBIT G SUMMARY OF PROPOSED TERMS NARROW WAY CAFÉ, LLC LOAN REQUEST**

**Borrower Name:** Narrow Way Café, LLC  
**Borrower Business Location:** 19331 Livernois, Detroit, MI 48221  
**Date:** 11/20/2019  
**Request:** \$20,000.00 Commercial Business Loan  
**Rate:** 0%  
**Fee:** \$0.00  
**Repayment:** Principal Only



**Term:** 72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments.

**Security:** Personal Guarantee

**Analyst’s Rating:** 8.00 – Low Risk

**Analyst/Officer:** Mimi Pledl

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Andrew and David Merritt are owners and founders of Narrow Way Café and are seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund. The property’s physical location is 19331 Livernois, Detroit. EDC financing will support rent, payroll, marketing and working capital.

Narrow Way Café is a high-end community café that has a unique partnership with Zingerman’s Coffee Company and Avalon Bakery. They provide a stress-free environment that attracts neighborhood residents, students and others from outside the Livernois commercial corridor. The location has been used for book signings, political events and baby showers. They are developing a catering business and are exploring health and beauty products that can utilize existing café materials. Narrow Way Café had a 15% revenue decline and a 34% decline in net profit from March through July 2019 as compared with the same period in 2018. Narrow Way Café is a Motor City Match cash awardee.

**SOURCES AND USES**

<b>Uses of Funds</b>	<b>Amount</b>
Rent	\$5300.00
Payroll	\$8500.00
Marketing	\$1000.00
Working Capital	\$5200.00
Total	\$20000.00
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$20,000.00

**SOURCE OF REPAYMENT**

**Primary:** Cash Flow from Narrow Way Café

**Secondary:** Personal Guarantee

**COLLATERAL AND CONDITIONS**

**Business Assets:** N/A

**Real Estate:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
2.) Annual Business and Personal Financial statement/tax return



Ms. Forte asked if there were any questions/comments. Hearing none, the Chair asked if there was a motion to approve all seven loans as presented.

On a motion by Mr. Brown, seconded by Ms. Bruhn, Resolution Code EDC 19-11-99-08 was unanimously approved, as amended.

**Motor City Match PowerPoint Presentation (For Information Only)**

Mr. Lucco gave an informational PowerPoint presentation on the Motor City Match Program, the status of the businesses that have opened to date and ones opening in the near future.

Mr. Stallworth asked why there isn't more activity going on in District 7 and requested, at some point, the Board be provided a map showing where all of the businesses are located. Mr. Lucco responded that they have a presentation similar to this one for each District. Regarding the map, we have a new GIS person and will have one on the website shortly.

Ms. Walker, DBL for District 7, commented that, yes, there are definitely less awardees in her district, however, there are a few presently in the pipeline.

Mr. Stallworth asked that when reports are generated routinely, that they be shared with the Board.

Ms. Bruhn said that she requested a progress report a while ago to know what the status is of the businesses that have received the awards. Mr. Lucco stated that they have a summary of the entire pipeline of the cash awardees that he will send her.

**Motor City Match Recommendation for Round 16 Building Awards**

Mr. Lucco reported that on March 1, 2019, the EDC's Motor City Match program began accepting applications from interested building owners for Round 16 of the Building Application Track ("Round 16"). The Building Application Track is for property owners with a vacant space looking for quality new tenants. Awards include pre-development assistance, marketing and tenant recruiting. Properties that are matched with businesses are considered for grants, financing and priority permitting. The table below describes the levels of award and qualifications.

**TECHNICAL ASSISTANCE SPACE**

**Awards**

- Listed as an available property viewable by hundreds of Business Competition candidates
- Top 25 scoring buildings will be marketed as a "top destination for new business"
- Pre-development building assessment
- Match making with top businesses

**Awardees must:**

- Be current and compliant
- Judged most feasible for business



<b>FINANCIAL ASSISTANCE</b>	<b>DESIGN</b>	<ul style="list-style-type: none"> <li>• Up to 7 awardees each round across both the building and business tracks</li> <li>• Design/build assistance</li> <li>• Priority permitting</li> <li>• Financial planning assistance</li> <li>• Up to 10 awardees each round across both the building and business tracks</li> </ul>	<ul style="list-style-type: none"> <li>• Be current and compliant</li> <li>• Judged most feasible for business</li> <li>• Have a tenant secured</li> </ul>
	<b>CASH</b>	<ul style="list-style-type: none"> <li>• Up to \$100,000 matching grant per winner</li> <li>• \$500,000 in grants per round for building and business owners</li> <li>• Pitch to lending partners for financing</li> </ul>	<ul style="list-style-type: none"> <li>• Be current and compliant</li> <li>• Judged most feasible for business</li> <li>• Have a tenant secured</li> <li>• Have a plan for building renovations</li> <li>• Have funds ready for investment</li> </ul>

For “Design” awardees, staff first verified business eligibility based on self-reported data submitted in the application for the following five criteria:

1. The business is incorporated and has a registered EIN and DUNS prior to receiving a grant award
2. The business wishes to locate in Detroit for at least two years
3. The business is majority-owned by a person who is at least 18 years or older
4. The business and all owners are in good standing with the City of Detroit, State of Michigan and IRS, and
5. The business is not part of a franchise.

Second, staff sorted relevant applications into the Design award track and reviewed eligible business applications to determine awardees. Design awardees were identified as follows:

- “Design” applicants are actively looking for architectural assistance. These business applicants are either new business ventures that have a solid business plan and a secured space or they are existing businesses with a track record of success and a plan to grow it within the secured space.

Third, staff conducted site visits for Design applicants at the space in which the applicant plans to open their business. A team of outside jurors and staff evaluated “Design” applications based on five criteria. The applications were scored on a scale of 1-100. Each of the five criteria is worth 20 points to contribute to the 100-point score. Selection criteria are as follows:

1. Vision and plan
2. Experience
3. Market support
4. Community support
5. Leverage



After reviewing the applications in, three (3) “Design” awardees were selected.

For “Space” awardees, staff completed the following due diligence and evaluation process:

- Verified that the space referenced in the Application is current and compliant on property taxes, tickets, and water bills.

An application typically refers to a single tenantable space within a property. One property owner may have submitted multiple Applications and the properties may have previously matched but have lease-able space.

Each Application was evaluated and scored on a scale of 1-100 as follows:

- Each of the following factors contributed up to 20 points: (1) Building characteristics and vision; (2) Building conditions; (3) Community and market support; (4) Leverage; and (5) Compliance.
- Evaluations were conducted by EDC staff.
- EDC staff scores were averaged together to achieve the final score for building characteristics and vision, community and market support, and leverage.
- The score for building conditions was derived from the self-reported data from the property owner.
- The score for compliance was derived based on the payment of taxes, water bills, and tickets.

The selection process is described in greater detail in Section 6 of the Motor City Match Building Owner Guidelines.

The results of the due diligence and evaluation process are the following:

- Of the twenty-six (26) applications considered for Round 16, Fifteen (15) applications were deemed ineligible because of condition or compliance, two building were deemed ineligible because they were previously awarded. Leaving nine (9) eligible Building Applications to be considered for Round 16 awards.
- Nine (9) eligible Round 16 building applications are recommended to receive Building awards to assist with marketing their property and preparing for tenants.

Eight (8) eligible properties indicated they have space available and will be placed on the MCM map.

- Based on eligible applications and review of scores, EDC staff recommends the following Round 16 Building Owner Awards:



- **Space awards.** Nine (9) properties are recommended to receive “Space” awards as presented in Exhibit A, which includes marketing, a professional building assessment, real estate tours and other matchmaking activities with top Motor City Match business applicants. These top scoring buildings are recommended to receive assistance with marketing, tenant recruiting and tenant preparedness
- **Design Awards.** Three (3) properties are recommended to receive “Design” awards in partnership with their tenants presented in Exhibit B, which includes architectural technical assistance for tenant build-out and building renovations.

EDC staff requested that the Board accept the current results of the Round 16 Building Application evaluation process and confirm the Applications that have been awarded “Space” and “Design” awards.

A resolution was included for the Board's consideration.

With there being no questions or discussion, the Board took the following action:

On a motion by Mr. Brown, seconded by Mr. Jackson, Resolution Code EDC19-11-91-101 was unanimously approved.

**Motor City Match Recommendation for Round 16 Business Awards**

Mr. Lucco reported that on March 1, 2019, the EDC’s Motor City Match program began accepting applications for Round 16 of the Business Owner Application Track. The Business Owner Application Track is for businesses from Detroit and around the world that are looking to start or expand in Detroit. The table below describes the levels of award and qualifications.

<b>TECHNICAL ASSISTANCE</b>	<b>BUSINESS PLAN</b>	<b>Awards</b> <ul style="list-style-type: none"> <li>• Up to 50 winners</li> <li>• Free business planning class</li> <li>• Up to 25 winners each round</li> </ul>	<b>Awardees must have:</b> <ul style="list-style-type: none"> <li>• A great idea</li> </ul>
	<b>SPACE</b>	<ul style="list-style-type: none"> <li>• Match making with top real estate</li> <li>• Financial planning assistance</li> </ul>	<ul style="list-style-type: none"> <li>• Be current and compliant</li> <li>• Judged most feasible for business</li> </ul>
	<b>DESIGN</b>	<ul style="list-style-type: none"> <li>• Up to 7 winners each round</li> <li>• Design/build assistance</li> <li>• Priority permitting</li> <li>• Financial planning assistance</li> </ul>	<ul style="list-style-type: none"> <li>• Be current and compliant</li> <li>• Judged most feasible for business</li> <li>• Have a tenant secured</li> </ul>



**FINANCIAL ASSISTANCE**

**CASH**

- Up to 10 winners each round
- Up to \$100,000 matching grant per winner
- \$500,000 in grants per round for building and business owners
- Pitch to lending partners for financing
- Be current and compliant
- Judged most feasible for business
- Have a tenant secured
- Have a plan for building renovations
- Have funds ready for investment

When applications closed on May 6, 2019, the EDC had received 270 business applications (each an “Application”) for Round 16.

This memorandum and resolution focus on the selection and recommendation of awardees for:

- “Business Plan” award track receiving business planning assistance
- “Space” award track receiving site selection assistance
- “Cash” award track receiving grants and financing assistance

First, staff verified business eligibility based on self-reported data submitted in the application for the following five criteria:

1. The business is incorporated and has a registered EIN and DUNS prior to receiving a grant award
2. The business wishes to locate in Detroit for at least two years
3. The business is majority-owned by a person who is at least 18 years or older
4. The business and all owners are in good standing with the City of Detroit, State of Michigan and IRS, and
5. The business is not part of a franchise.

Second, staff sorted applications into various award tracks and reviewed business applications to determine eligibility and finalists. Finalist applicants were identified as follows:

- Finalists are not selected for the “Business Plan” track. The track is open to any prospective entrepreneurs with an idea for a business. One hundred and twenty-nine (129) applications were received.
- “Space” applicants are actively looking for space. These business applicants are either new business ventures that have a solid business plan or they are existing businesses with a track record of success and a plan to grow it. Fifty-nine (59) space awardees were determined as eligible.



- “Cash” applicants have a location secured, a plan for build-out and strong understanding of the money needed to start their business and complete renovations at their space. In total, forty-eight (48) Cash finalists were selected.

Third, a team of outside jurors evaluated finalist applications based on five criteria. “Business Plan” applications were initially reviewed by a team of business planning service providers, as well as members of the Motor City Match staff. “Business Plan” applicants have great business ideas but haven’t formulated a business plan yet or need help strengthening their business plans before pursuing space. “Space” finalists were reviewed by a team of community stakeholders from across various parts of the city and “Cash” finalists were reviewed by a team of business leaders and lenders. “Business Plan”, “Space”, and “Cash” applications were scored on a scale of 1-100. Each of the five criteria is worth 20 points to contribute to the 100-point score. Selection criteria are as follows:

1. Vision and plan
2. Experience
3. Market support
4. Community support
5. Leverage

“Cash” finalists were required to submit supplemental information. “Cash” finalists submitted comprehensive financial information, including a standard loan application and personal financial statement. Motor City Match staff compiled this supplemental information to determine the financial need, equity investment and “financial gap” for each business. Next, Motor City Match staff met with a team of six local Community Development Financial Institution (CDFI) and Non-traditional lending partners on August 30, 2019, to determine grant and loan investment required to fill the financial gap on each project. CDFI partners include Invest Detroit, Detroit Development Fund, ProsperUs Detroit, CEED Lending – an initiative of the Great Lakes Women’s Business Council – and Michigan Women’s Forward. CDFI partners made commitments to explore lending the balance of the financial gap based on recommended grant investment from Motor City Match. Motor City Match staff used lender interest, participant scores, supplemental information and readiness to accept additional investment to determine “Cash” awardees and associated grant investment.

Finally, staff compiled juror scores to identify top ranking candidates for awards.

EDC staff recommends the approval of awards for Round 16 in accordance with the following:

- Thirteen (13) “Business Plan” awardees for business planning as presented in Exhibit A.
- Eleven (11) “Space” awardees for site selection as presented in Exhibit B.  
Mr. Lucco advised that on Exhibit B attached to the resolution, Space Awardee #1, Arielle Johnson, was recently hired by the City of Detroit and she has declined the award.
- Eight (8) “Cash” awardees to receive a total of \$250,000 in grant investment, as described on Exhibit C.



EDC staff will contract with independent business planning service providers to deliver services to “Business Plan” awardees that will provide business planning training for up to thirteen (13) Round 16 Motor City Match “Business Plan” awardees.

EDC staff will facilitate one-on-one match making between top ranking businesses and building owners recognized as “Space” awardees. Match making services will include open houses and networking sessions between business owners and building owners. In addition, technical assistance will include expert guidance on leasing, financial planning and assessing market opportunities.

The EDC will enter into grant agreements with Round 16 Motor City Match “Cash” awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

A resolution approving the staff’s recommendation of “Business Plan”, and “Space” awardees and recommending to the Board staff’s recommendation of “Cash” awardees is attached for the Board’s consideration.

Subsequent to a discussion, the Board took the following action:

On a motion by Mr. Brown, seconded by Mr. Jackson, Resolution Code EDC 19-11-91-102 was unanimously approved, with the amended Exhibit B.

**Motor City Re-Store Recommendations for Round 8 Business Awards**

Mr. Eugene-Louis reported that on March 1,2019 the EDC’s Motor City Re-Store program began accepting applications for Round 8 Design and Construction Track Awards. Motor City Re-Store is a matching façade grant program for existing businesses in Detroit. The table below describes the levels of award and qualifications.

	<b>Awards</b>	<b>Awardees must have:</b>
<b>CONSTRUCTION AWARD</b>	<ul style="list-style-type: none"> <li>• Up to \$25,000 matching grant per winner</li> <li>• Refer to lending partners for financing</li> <li>• Up to \$2M per year</li> </ul>	<ul style="list-style-type: none"> <li>• An existing business in the city of Detroit</li> <li>• A plan for improvements</li> <li>• Funds ready for investment</li> </ul>



	<b>Awards</b>	<b>Awardees must have:</b>
<b>DESIGN AWARD</b>	<ul style="list-style-type: none"> <li>• Up to \$10,000 in architectural TA per winner</li> <li>• Access to design professionals</li> <li>• Refer to lending partners for financing</li> </ul>	<ul style="list-style-type: none"> <li>• An existing business in the city of Detroit</li> </ul>

When applications closed on May 1, 2019 Motor City Re-Store had received 28 applications for Round 8.

This memorandum and resolution focus on the selection and recommendation of awardees for:

- Non-CDBG-funded "Construction" award track receiving cash grants and financing assistance
- CDBG-Funded "Design" award track receiving cost-shared architectural design, permitting and bidding assistance for pre-development; and connection to financing assistance as needed.

Staff verified business eligibility based on self-reported data submitted in the application for the following seven criteria:

1. My business is currently open and operating for at least one year with regular hours in the physical location
2. The business is not operating in a home
3. The business is located in the City of Detroit
4. My business is a for-profit entity
5. The business is majority-owned by a person who is at least 18 years or older
6. The business and all owners are in good standing with the City of Detroit, State of Michigan and IRS, and
7. The business is not part of a franchise.

Staff then sorted applications into appropriate award tracks and reviewed all applications to determine finalists. Finalist applicants were identified as follows:

- "Design" track applicants are existing Detroit business needing CDBG-funded architectural design assistance. Finalists were selected based on eligibility and feasibility of their project. In total, five (5) "Design" finalists were selected.
- "Construction" track applicants have signed and sealed construction drawings or ready-to-bid projects that do not require construction drawings. Finalists were selected based on eligibility and feasibility of their project. In total, six (6) finalists were selected.



Finally, staff evaluated finalist applications based on seven criteria. “Construction” and “Design” applications were scored on a scale of 1-100. Selection criteria are as follows:

1. Vision and plan
2. Experience
3. Market support
4. Community benefit
5. Leverage
6. Age of Business
7. Impact of proposed storefront improvements

Based on the evaluations, EDC staff recommends:

- Six (6) “Construction” awardees presented in Exhibit A:
  - Non-CDBG-Funded “Construction” awards estimated at \$124,625 in an approval amount not to exceed \$125,000.
- Five (5) awardees for “Design” presented in Exhibit B:
  - CDBG-funded “Design” awards estimated at \$50,000.
- Total estimated Motor City Re-Store investment is \$174,625.

EDC staff will connect awardees with architects to deliver services to “Design” awardees per the CDBG procurement processes. EDC staff will connect awardees to construction professionals to deliver services to “Construction” awardees if needed.

The EDC will enter into grant agreements with Round 8 Motor City Re-Store awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources. A resolution approving the staff’s recommendation of “Design” and “Construction” awardees is attached for the Board’s consideration.

Subsequent to a discussion, the Board took the following action:

On a motion by Mr. Brown, seconded by Mr. Stallworth, Resolution Code EDC 19-11-91-104 was unanimously approved.

## **ADMINISTRATION**

### **Report of Actions Taken Under the Delegation of Authority (For Information Only)**

Ms. Jensen reviewed the Report of Actions Taken Under the Delegation of Authority for the month of October.

This report was for the Board’s information only.

## **OTHER MATTERS**

## **PUBLIC COMMENT**



## **ADJOURNMENT**

On a motion by Mr. Brown, seconded by Mr. Stallworth, Ms. Forte adjourned the meeting at 11:37 a.m.



**CODE EDC 19-11-13-57**

**CODE EDC 19-11-68-12**

**I-94 INDUSTRIAL PARK PROJECT: MT. ELLIOTT IMPROVEMENT PROJECT -  
AUTHORIZATION TO ALLOCATE FUNDS AND ENTER INTO A FUNDING AGREEMENT  
WITH THE CITY OF DETROIT**

**WHEREAS**, the Economic Development Corporation of the City of Detroit (“EDC”) and the City of Detroit (the “City”) have been engaged in planning for and assessing the feasibility of redeveloping the Mt. Elliott Street as a key transportation route to support recent and future commercial and industrial investments in and around the I-94 Industrial Park District (the “Project”); and

**WHEREAS**, the total Project cost associated with the improvements to Mt. Elliott Street, from Georgia to Conant is estimated at \$4.2 million, with the Michigan Department of Transportation (“MDOT”) contributing \$2.42 million and the City being responsible for securing \$1.78 million; and

**WHEREAS**, in order to assist the City in securing the funding from MDOT, EDC staff is requesting that this Board commit an amount not to exceed Eight Hundred Fifty Thousand and 00/100 (\$850,000.00) Dollars (the “EDC Funds”) to help pay for costs associated with the construction of the Project; and

**WHEREAS**, this commitment is subject to the execution of a funding agreement between the EDC and the City (the “Funding Agreement”) that will specify the terms and conditions governing the use of the EDC Funds for the Project; and

**WHEREAS**, EDC staff recommends the Board’s authorization to negotiate and execute a Funding Agreement governing the use and allocation of the EDC Funds for the Project.

**WHEREAS**, the EDC Board determined that the staff’s recommendation is reasonable, and in the best interests of the I-94 Industrial Project.

**NOW THEREFORE BE IT RESOLVED**, that the EDC Board of Directors hereby approves the allocation of the EDC Funds for the Project.

**BE IT FURTHER RESOLVED**, that the EDC Board hereby authorizes the execution of a commitment letter relating to use the EDC Funds for the Project and the negotiation and execution of the Funding Agreement between the EDC and City consistent with the terms contained in this Resolution.

**BE IT FURTHER RESOLVED**, that the EDC Board of Directors hereby authorizes any two of the Officers of the EDC or any one Officer and one Authorized Agent of the EDC or any two Authorized Agents of the EDC to execute the Funding Agreement and any and all documents,



contracts, or other papers or take such other actions as are appropriate or necessary to implement the provisions and the intent of this resolution.

**BE IT FINALLY RESOLVED**, that all of the acts and transactions of any Officer or Authorized Agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions except that such acts were taken prior to execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

November 20, 2019



**CODE EDC 19-11-91-103**  
**(Amended at the Table)**

**SMALL BUSINESS AND COMMERCIAL CORRIDOR REVITALIZATION PROGRAM:  
AGREEMENT AMENDMENT NUMBER 3 FOR CITY OF DETROIT CONTRACT NUMBER  
6000226 TO REPLENISH FUNDING FOR AMENDED AND RESTATED SUBRECIPIENT  
AGREEMENT**

**WHEREAS**, at the request of the City of Detroit (the “City”) Mayor’s Office and Housing and Revitalization Department (“HRD”), the Economic Development Corporation of the City of Detroit (“EDC”), is administering small business and commercial corridor revitalization programs known as Motor City Match and Motor City Re-Store (the “Programs”); and

**WHEREAS**, the Programs are implemented, in part, through Community Development Block Grant and general fund funding from the City pursuant to subrecipient agreements;

**WHEREAS**, the current subrecipient agreement (contract number 6000226) (the “Agreement”) expires on December 31, 2019 and, subject to City Council approval, HRD has requested an extension of the expiration date of the Agreement from December 31, 2019 to January 31, 2021 to continue to support the Programs; and

**WHEREAS**, the EDC Board of Directors has determined that the requested extension is appropriate and otherwise consistent with the EDC’s statutory purposes; and

**NOW, THEREFORE, BE IT, RESOLVED**, the requested extension of the expiration date of the Agreement from December 31, 2019 to January 31, 2021 is hereby approved.

**BE IT FURTHER RESOLVED**, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC’s Authorized Agents, shall hereafter have the authority to negotiate and execute an amendment to the Agreement and all other documents, contracts, or papers, and take all actions, necessary or appropriate to implement the provisions and intent of this resolution on behalf of the EDC.

**BE IT FINALLY RESOLVED**, that all of the acts and transactions of any officer or authorized agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions except that such acts were taken prior to execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

November 20, 2019



**CODE EDC 19-11-99-08**  
**(Amended at the Table)**

**STREETSCAPE MITIGATION LOAN FUND PROGRAM: APPROVAL OF LOANS (KARISMAS KLOSET, GOOD TIMES ON THE AVE, HOOPER'S PLACE, HOUSE OF MORRISON SHOES, TEASER'S BOUTIQUE, TOM'S LIQUOR PALACE, AND NARROW WAY CAFE)**

**WHEREAS**, to support the financial stability of Detroit's businesses during the streetscape improvement construction projects on key commercial corridors in Detroit's neighborhoods, Economic Development Corporation of the City of Detroit ("EDC") in coordination with the City of Detroit (the "City"), foundations and other partners, is implementing a program that will fund zero-interest loans and technical assistance to qualifying businesses; and

**WHEREAS**, on August 27, 2019, the EDC approved a pilot Streetscape Mitigation Loan Fund Program (the "Program") and related program guidelines (the "Program Guidelines") for Livernois between Margareta and 8 Mile with an initial \$400,000 loan pool; and

**WHEREAS**, Staff has received, reviewed and recommends for approval the loan applications from the businesses and for the purposes described on Exhibits A, B, C, D, E, F and G, (the "Loans"); and

**WHEREAS**, the EDC Finance Committee has review and recommends the Loans for approval; and

**WHEREAS**, the EDC Board has determined that the recommended Loans are reasonable and consistent with the Program.

**NOW, THEREFORE BE IT RESOLVED** that the EDC Board of Directors, hereby approves each of the Loans described on Exhibits A, B, C, D, E, F and G upon the terms and conditions therein described, with such modifications to the terms as determined by the Officers and/or Authorized Agents monitoring the Program, including but not limited to the nature of security granted, provided that such changes do not alter the intent of this resolution or the Program Guidelines.

**BE IT FURTHER RESOLVED**, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC's Authorized Agents, shall hereafter have the authority to negotiate and execute the Loans, together with such other terms and conditions that are determined by such Authorized Agents and/or Officers to be customary or appropriate and not inconsistent with this resolution, and to negotiate and execute all other documents, contracts, or papers, and take all actions, necessary or appropriate to implement the provisions and intent of this resolution on behalf of the EDC.



**BE IT FINALLY RESOLVED**, that all of the acts and transactions of any Officer or Authorized Agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions, except that such acts were taken prior to the execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

November 20, 2019



**EXHIBIT A  
SUMMARY OF PROPOSED TERMS**

**STOKES ENTERPRISES, LLC DBA KARISMAS KLOSET BOUTIQUE LOAN REQUEST**

<b>Borrower Name:</b>	Stokes Enterprises, LLC DBA Karismas Kloset Boutique
<b>Borrower Business Location:</b>	19458 Livernois, Detroit, MI 48221
<b>Date:</b>	11/6/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.
<b>Security:</b>	1991 Sun Clipper F530, fully renovated as a food truck
<b>Analyst’s Rating:</b>	6.9 – Acceptable Risk
<b>Analyst/Officer:</b>	Brianna Walker

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Tykia Stokes, the owner of Karismas Kloset is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction. The property’s physical location is 19458 Livernois, Detroit. EDC financing will support rent, working capital, advertising, business debt repayment, payroll and repairs.

Karismas Kloset is a clothing store whose target demographic is women, age 16-49. The store sells fashionable clothes, shoes and accessories. Ms. Stokes originally began as an online retailer, before she expanded to a brick and mortar location on the Avenue of Fashion in 2014. In March of 2018 she had a major break-in that had a large impact on her sales. Net income for Karismas Kloset from January 2019 through July 2019 is down 93% compared to an average monthly net income from 2018. Revenue has gone up 23% in that time period because her she was shut down due to the break-in in 2018.

**SOURCES AND USES**

Uses of Funds	Amount
Rent	\$5,000.00
Working Capital (inventory)	\$4,000.00
Advertising	\$3,000.00
Business debt repayment	\$3,000.00
Payroll	\$3,000.00
Repairs	\$2,000.00
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$20,000.00



### **SOURCE OF REPAYMENT**

**Primary:** Cash Flow from Karismas Kloset Boutique and Ty's Kitchen N Grill  
**Secondary:** Vehicle – Food Truck

### **COLLATERAL AND CONDITIONS**

**Personal Assets:** 1991 Sun Clipper F530, fully renovated as a food truck  
**Real Estate:** N/A  
**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.  
**Reporting:**  
1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
2.) Annual Business and Personal Financial statement/tax return



## EXHIBIT B SUMMARY OF PROPOSED TERMS

### GOOD TIMES ON THE AVE, LLC LOAN REQUEST

<b>Borrower Name:</b>	Good Times on The Ave, LLC
<b>Borrower Business Location:</b>	19416 Livernois, Detroit, MI 48221
<b>Date:</b>	11/6/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.
<b>Security:</b>	Personal Guarantee
<b>Analyst's Rating:</b>	7.5 – Moderate Risk
<b>Analyst/Officer:</b>	Michelle Matthews

### LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY

LaDonna Reynolds the owner of Good Times on The Ave, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. The property's physical location is 19416 Livernois, Detroit. EDC financing will support rent, payroll, and utilities.

Good Times on The Ave is Livernois's newest restaurant serving traditional American dishes with lobster, shrimp, steak and lamb chops. LaDonna and Derrick Reynolds have invested 500K in the purchase and renovation of 19416 Livernois. Good Times is a recipient of the Motor City Match Cash Track. Revenue is down 67% for Good Time on the Ave from August through October 2019 in comparison to the projections expected to achieve in 2019. Actual Net Income is down 110% when compared with the business projections.

LaDonna and Derrick Reynolds own two other businesses- a salon and construction renovation company. The Reynolds created a holding company for their real estate ventures, which collects rent from Good Times. The Reynolds are savvy entrepreneurs and are working diligently to better control their operating expenses to improve their net income once business stabilizes.



### SOURCES AND USES

Uses of Funds	Amount
Rent	\$ 4,000
Utilities	\$3,600
Insurance	\$1,700
Advertising	\$ 2,300
Payroll	\$ 7,200
Telephone	\$ 1,200
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$20,000

### SOURCE OF REPAYMENT

**Primary:** Personal Guarantee  
**Secondary:** N/A

### COLLATERAL AND CONDITIONS

**Business Assets:** N/A  
**Personal Assets:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
 2.) Annual Business and Personal Financial statement/tax return



## EXHIBIT C SUMMARY OF PROPOSED TERMS

### HOOPER'S PLACE LLC LOAN REQUEST

<b>Borrower Name:</b>	Hooper's Place LLC
<b>Borrower Business Location:</b>	18955 Livernois, Detroit, MI 48221
<b>Date:</b>	11/6/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.
<b>Security:</b>	Personal Guarantee
<b>Analyst's Rating:</b>	7.6 – Moderate Risk
<b>Analyst/Officer:</b>	Martha Potere

### LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY

Roger Hooper, Jr., the owner of Hooper's Place, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. The property's physical location is 18955 Livernois, Detroit. EDC financing will support rent, payroll, working capital, advertising, insurance, repairs, accounting, internet and utilities.

Hooper's Place enjoys a niche in the market by offering custom suits and custom details; Mr. Hooper is a tailor as well. He wanted to move his business to Detroit, and more specifically, the Avenue of Fashion to gain more visibility for his business, which had proven successful in Southfield over 10 years. Although the majority of his customers come from northwest Detroit, revenue for Hooper's Place took a significant hit in July and August when he moved to the Avenue of Fashion. From January – May of 2019, he had been nearly doubling his sales from the same months in 2018 when he was still in the Southfield location. Net profit is up 27.5% from 2018 to 2019 and revenues are up 0.1% because Mr. Hooper had a strong April – June of 2019.



**SOURCES AND USES**

<b>Uses of Funds</b>	<b>Amount</b>
Rent	\$ 6050
Utilities	\$ 950
Insurance	\$ 740
Accounting and Legal	\$ 350
Repairs	\$ 2,070
Working Capital	\$ 2,500
Payroll	\$ 5,500
Advertising/Marketing	\$ 1,200
Telephone	\$ 640
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$ 20,000

**SOURCE OF REPAYMENT**

**Primary:** Personal Guarantee  
**Secondary:** N/A

**COLLATERAL AND CONDITIONS**

**Business Assets:** N/A  
**Personal Assets:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
 2.) Annual Business and Personal Financial statement/tax return



## EXHIBIT D SUMMARY OF PROPOSED TERMS

### HOUSE OF MORRISON SHOE REPAIR, LLC LOAN REQUEST

<b>Borrower Name:</b>	House of Morrison Shoe Repair, LLC
<b>Borrower Business Location:</b>	18933 Livernois Detroit, MI 48221
<b>Date:</b>	11/6/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.
<b>Security:</b>	Personal Guarantee
<b>Analyst's Rating:</b>	7 – Moderate Risk
<b>Analyst/Officer:</b>	Michelle Matthews

### LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY

Ronda Morrison, the owner of House of Morrison Shoe Repair, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. The property's physical location is 18933 Livernois, Detroit. EDC financing will support payroll, renovation of the front lobby, and working capital.

Ronda learned her trade early on from her father, who was the original owner of the business. House of Morrison was established in 1954 to service clients with professional customer service, experienced craftsmanship, and attention to detail. Revenue for House of Morrison is approximately even comparing the period March through July for 2018 and 2019, however Ms. Morrison had made significant investments the year prior and was on track to make approximately 30% more in 2019. Net income from March - July 2019 is down 94% in comparison to 2018, in part due to those investments in the business prior to road construction starting on Livernois.



### SOURCES AND USES

Uses of Funds	Amount
Payroll	\$ 4,300
Repairs and Maintenance	\$6,000
Working Capital	\$9,700
Sources of Funds	
EDC Streetscape Mitigation Fund	\$20,000

### SOURCE OF REPAYMENT

**Primary:** Personal Guarantee  
**Secondary:** N/A

### COLLATERAL AND CONDITIONS

**Business Assets:** N/A  
**Personal Assets:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
 2.) Annual Business and Personal Financial statement/tax returns



**EXHIBIT E**  
**SUMMARY OF PROPOSED TERMS**  
**TEASERS BOUTIQUE, LLC LOAN REQUEST**

<b>Borrower Name:</b>	Teasers Boutique, LLC
<b>Borrower Business Location:</b>	19355 Livernois Detroit, MI 48221
<b>Date:</b>	11/20/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.
<b>Security:</b>	Personal Guarantee
<b>Analyst's Rating:</b>	7 – Moderate Risk
<b>Analyst/Officer:</b>	Michelle Matthews

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Jeanne Paulette Williams, owner of Teasers Boutique, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. Ms. Williams learned to sew in high school and worked to refine her skills as a seamstress before opening her store on Livernois in 2006. Ms. Williams creates high-fashion, custom formal wear for anyone seeking a unique, hand-made outfit. Teasers Boutique is a staple on the Avenue of Fashion and a long-time fixture in the neighborhood.

Teasers Boutique is on the West side of Livernois, where much of the construction barrels lay strewn about. Ms. Williams has invested heavily in advertising and community events, including donating time and space to Light Up Livernois to increase traffic to her store. Ms. Williams has had countless days since construction began with zero sales and leveraged her personal credit to keep the business afloat. Revenue for Teasers Boutique from April through July of 2019 is down 15% and net income is down 22% in comparison to the comparable time frame in 2018.



### SOURCES AND USES

Uses of Funds	Amount
Rent	\$ 2,200
Utilities	\$ 1,250
Working Capital	\$ 2,659
Insurance	\$ 1,704
Advertising/Marketing	\$ 1,500
Business Debt Repayment	\$ 9,601
Telephone / Internet	\$ 1,086
<b>Sources of Funds</b>	
EDC Streetscape Mitigation Fund	\$20,000

### SOURCE OF REPAYMENT

**Primary:** Revenue from Teasers Boutique

**Secondary:** Personal Guarantee

### COLLATERAL AND CONDITIONS

**Business Assets:** N/A

**Personal Assets:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:**

- 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA
- 2.) Annual Business and Personal Financial statement/tax return



**EXHIBIT F**  
**SUMMARY OF PROPOSED TERMS**  
**TOM'S LIQUOR PALACE, INC. LOAN REQUEST**

<b>Borrower Name:</b>	Tom's Liquor Palace, Inc.
<b>Borrower Business Location:</b>	20078 Livernois, Detroit, MI 48221
<b>Date:</b>	11/20/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments or equivalent.
<b>Security:</b>	Personal Guarantee
<b>Analyst's Rating:</b>	7.7 – Moderate Risk
<b>Analyst/Officer:</b>	Martha Potere

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Tim Foumia, one of three owners of Tom's Liquor Palace, is seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund to support business expenses throughout the construction season. The property's physical location is 20078 Livernois, Detroit. EDC financing will support working capital, insurance expenses, repairs and utilities.

Family-owned and operated since 1994, Tom's has been through two streetscape projects now, the first being in 2007 when the Livernois median was installed. Mr. Foumia has invested a significant amount of money into the business - \$125,000 into the exterior and almost \$10,000 in LED lighting alone. These are just two of his most recent renovations. He wanted to redo the floors in his business this year, but slow sales have forced him to go out of pocket to maintain inventory. Revenue is down 12% and net profit for the business is down 38% for the first three quarters of 2019 compared to the same time frame in 2018.



## SOURCES AND USES

Uses of Funds	Amount
Working capital	\$ 2,000
Insurance	\$ 6,000
Repairs	\$ 9,000
Utilities	\$ 3,000
Sources of Funds	
EDC Streetscape Mitigation Fund	\$ 20,000

## SOURCE OF REPAYMENT

**Primary:** Revenue from Tom's Liquor Palace  
**Secondary:** Personal Guarantee

## COLLATERAL AND CONDITIONS

**Business Assets:** N/A  
**Personal Assets:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:** 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA  
 2.) Annual Business and Personal Financial statement/tax return



**EXHIBIT G**  
**SUMMARY OF PROPOSED TERMS**  
**NARROW WAY CAFÉ, LLC LOAN REQUEST**

<b>Borrower Name:</b>	Narrow Way Café, LLC
<b>Borrower Business Location:</b>	19331 Livernois, Detroit, MI 48221
<b>Date:</b>	11/20/2019
<b>Request:</b>	\$20,000.00 Commercial Business Loan
<b>Rate:</b>	0%
<b>Fee:</b>	\$0.00
<b>Repayment:</b>	Principal Only
<b>Term:</b>	72 Months – Straight Line Amortization, payments begin Month 13; principal balance forgivable after 24 on-time payments.
<b>Security:</b>	Personal Guarantee
<b>Analyst's Rating:</b>	8.00 – Low Risk
<b>Analyst/Officer:</b>	Mimi Pledl

**LOAN PURPOSE AND BUSINESS DESCRIPTION/HISTORY**

Andrew and David Merritt are owners and founders of Narrow Way Café and are seeking a \$20,000.00 commercial business loan from the Economic Development Corporation of the City of Detroit Streetscape Mitigation Loan Fund. The property's physical location is 19331 Livernois, Detroit. EDC financing will support rent, payroll, marketing and working capital.

Narrow Way Café is a high-end community café that has a unique partnership with Zingerman's Coffee Company and Avalon Bakery. They provide a stress-free environment that attracts neighborhood residents, students and others from outside the Livernois commercial corridor. The location has been used for book signings, political events and baby showers. They are developing a catering business and are exploring health and beauty products that can utilize existing café materials. Narrow Way Café had a 15% revenue decline and a 34% decline in net profit from March through July 2019 as compared with the same period in 2018. Narrow Way Café is a Motor City Match cash awardee.



### SOURCES AND USES

Uses of Funds	Amount
Rent	\$5300.00
Payroll	\$8500.00
Marketing	\$1000.00
Working Capital	\$5200.00
Total	\$20000.00
Sources of Funds	
EDC Streetscape Mitigation Fund	\$20,000.00

### SOURCE OF REPAYMENT

**Primary:** Cash Flow from Narrow Way Café

**Secondary:** Personal Guarantee

### COLLATERAL AND CONDITIONS

**Business Assets:** N/A

**Real Estate:** N/A

**Conditions:** Closing contingent upon EDC Board approval. Borrower will be required to engage in technical assistance to improve financial planning, marketing and accounting.

**Reporting:**

- 1.) Quarterly Profit/Loss Statement and Balance Sheet prepared by CPA
- 2.) Annual Business and Personal Financial statement/tax return



**CODE EDC19-11-91-101**

**MOTOR CITY MATCH RECOMMENDATION FOR ROUND 16 BUILDING AWARDS**

WHEREAS, EDC staff has completed extensive due diligence and evaluation for applications ("Applications") for the sixteenth round ("Round 16") of the Motor City Match Building Application Track; and

WHEREAS, the EDC staff has provided recommendations to the EDC Board of Directors, to receive technical assistance in the "Space," and "Design" Building Owner award categories; and

WHEREAS, the Board determined that the staff recommendation is reasonable and consistent with the Motor City Match program; and

NOW, THEREFORE BE IT RESOLVED, that the EDC Board of Directors accepts the current results of the Round 16 Building Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors accepts the current results of the Round 16 Building Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC's Authorized Agents shall hereafter have the authority to negotiate and execute all documents, contracts, or other papers and to take such actions as are necessary or appropriate to implement the provisions and intent of this resolution.

BE IT FINALLY RESOLVED, that all of the acts and transactions of any Officer or Authorized Agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions, except that such acts were taken prior to the execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

November 20, 2019



**Exhibit A**  
**Motor City Match: Round 16**  
**Recommended “Space” Awardees – Top Property Designation**  
**November 12, 2019**

<b>Property Street Address</b>	<b>Type of Building</b>	<b>Sq. Ft.</b>	<b>Tenant Type</b>	<b>Condition</b>	<b>Owner</b>	<b>Building Representative</b>
250 McDougall	Commercial	4081	Multi-tenant	Great	Presbytery Villages of Michigan	Kevin Petru
11133-53 Morang	Commercial	8400	Multi-tenant	Good	Detroit Legacy Building LLC	Marcus Twyman
10305 W McNichols Rd	Commercial	1350	Single tenant	Poor	MATTIS LLC	Reza Sahba
9850 Rosa Parks	Commercial	600	Single tenant	Poor	Max Ed Out Design, LLC	Marc Maxey
8671 Rosa Parks	Commercial	72000	Multi-tenant	Good	Virginia Park Community Investment Associates Inc.	Bunia Parker
8711 Grand River	Warehouse	60000	Multi-tenant	Good	James Vaughan	James Vaughan
7615 Oakland	Industrial	2500	Single tenant	Fair	Shedrick Bruce	Shedrick Bruce
4601-03 Pacific Street	Other	3267	Multi-tenant	Fair	COPE Personal Development Center (C.O.P.E./X-IT Care)	Tina Parkman
13901 E. Warren	Commercial	4800	Single tenant	Fair	Classy Creations Styling Center	Roderick Sims or LaDonna Anter



**Exhibit B**  
**Motor City Match: Round 16**  
**Recommended “Design” Awardees**  
**November 12, 2019**

<b>Business Name</b>	<b>Description</b>	<b>Property Address</b>	<b>Disposition</b>	<b>Owner</b>
8641 Linwood LLC DBA Light Box Performance	Performing arts community gathering venue	8641 Linwood	owner	Stefanie L Cohen
Daddy’s Diner & Cream Cheesecakes	Diner & desert shop	12650 Livernois	owner	Taneisha Rogers
Black Bottom Brewing Company Incorporated	Community Brewery	7615 Oakland	renter	Sean Murphy



**CODE EDC 19-11-91-102**

**MOTOR CITY MATCH: ROUND 16 BUSINESS AWARDS**

WHEREAS, EDC staff has completed due diligence and evaluation for applications (“Applications”) in the sixteenth round (“Round 16”) of the Motor City Match Business Application Track; and

WHEREAS, the EDC staff has provided recommendations to the Board to receive technical assistance for the “Business Plan” awards, “Space” awards, and cash grant investment for the “Cash” award categories; and

WHEREAS, the EDC Board has determined that the staff recommendation is reasonable and consistent with the Motor City Match program.

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 16 Business Application evaluation process, and approves the Applications that have been recommended for “Business Plan” awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 16 Business Application evaluation process, and approves the Applications that have been recommended for “Space” awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, recommends to the EDC Board of Directors the approval of the “Cash” grant awards that were recommended by Staff pursuant to the Round 16 Business Application evaluation process, attached hereto as Exhibit C.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, recommends that grant amounts not fully allocated each round (i.e., the remaining funds when quarterly “Cash” awards total less than \$500,000) be repurposed and distributed in future rounds. In such cases, Staff would have the authority to recommend more than \$500,000 in “Cash” awards in future rounds, subject to the approval of the Board.

BE IT FURTHER RESOLVED, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC’s Authorized Agents shall hereafter have the authority to negotiate and execute all documents, contracts, or other papers and to take such actions as are necessary or appropriate to implement the provisions and intent of this resolution.

BE IT FINALLY RESOLVED, that all of the acts and transactions of any Officer or Authorized Agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions, except that such acts were taken prior to the execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

November 20, 2019



**Exhibit A**  
**Recommended “Business Plan” Awardees**

1. Londons Alley	Marielie Bourdon	Fashion Retail and Events
2. SugaredCoated	Ashley Coleman	All-Natural Hair Removal Using Sugaring
3. MF Solutions	Walter Fields	Transportation, Distribution and Logistics Service.
4. Four Eyes Foods	Edie Roberts	Commercial Kitchen and Food Production
5. Cheftoney Private Catering, LLC	Jeffrie C.Toney	On-site private Chef/Caterer
6. Acre and Slate Construction Services	Erinn Payton	Woman Powered Construction Company
7. 6 & Park	Cierra McFarlin, Curt ward	Steak & Seafood Restaurant
8. My Secret Boutique	Robin Anthony	Handcraft Leather Products & Art Boutique
9. The Healing Cafe	Rachel Haddad	Healing, Food, Body and Mind
10. Washington Construction	Stefany Washington	Construction Training
11. Awesome Auto Glass	Leondrae Ballard	Auto Glass Repair Business
12. Sturdivants Construction Corporation	Patrick Sturdivant	Professional Asbestos Abatement Contractor
13. Lily Forbes	Lily Forbes Shafroth	Socially/environmentally responsible fashion designer



**Exhibit B  
(Amended at the Table)  
Recommended “Space” Awardees**

1. <del>Fierce Staffing Services</del>	<del>Arielle Johnson</del>	<del>Hospitality Staffing Firm Social Enterprise</del>
2. Jack Allen Construction	Reggie Allen Jackson	Construction and General Contracting Company
3. Public Thrift	Margo Dalal, Demond Burkett, Julian Trombley	A worker-owned thrift store
4. True Desserts	Patricia Ode	Health-conscious, sustainable, desserts
5. 2705 Forth Events	Shirley Thomas	All-inclusive event decorating company
6. Cook Like A Boss, LLC	Debra Winfrey	Tourist cooking school and kitchen store
7. Team Elite, LLC.	Kevin C. McIntosh	Urban Apparel and Event Planning
8. Video Game design Camp For Kids Inc.	Chris Hall	Video game design teaching classes.
9. Lovin' Touch Learning Center	Kelly Bishaw	Performing Arts Learning Center
10. Street Beet	Meghan Shaw & Nina Paletta	Inclusive creative vegan comfort food
11. Mack Brothers Lawn Service	Undra, Austin and LaToyia Mack	Lawn Care and Landscaping Service



## **Exhibit C Recommended "Cash" Awardees**

### **1. Ice Cream Plant**

**MCM Cash Grant:** \$25,000.00

**Owners:** Sarah and Rob Zimmerman

**Location:** 1520 Adelaid Suite D

**Neighborhood (District):** Eastern Market (5)

**Description:** Ice Cream Plant makes vegan and allergy friendly ice cream for sale to restaurants and retail grocery stores. Rob and Sarah will use their new production space to expand their wholesale and distribution operations. The new space in Eastern Market's incubator facility will help the business to scale-up, expand and create up to 10 jobs in the coming years.

**Past MCM Awards/Buildings:** NA

**Existing business for 2 years**

**Total Expected Investment:** \$161,684

**Equity:** \$30,000

**Gap:** \$131,684

**MCM Cash Grant:** \$25,000.00

**Loan:** \$106,684.00

### **2. Lush Yummies Pie Company LLC**

**MCM Cash Grant:** \$25,000.00

**Owners:** Jennifer Lyle

**Location:** 1520 Adelaide Detroit MI 48207

**Neighborhood (District):** Eastern Market (5)

**Description:** Lush Yummies Pie Company fresh bakes Lemon Butta Pies with local ingredients and a fourth generation recipe. Jennifer's space in the Eastern Market incubator will have both retail and production facilities. The Motor City Match Grant will allow Jennifer to purchase new equipment that will increase her production capacity and allow her to increase sales with regional and national grocers. Additionally, Lush Yummies new retail window will offer Detroiters easier access to the pies they love!

**Past MCM Awards/Buildings:** Space Awardee (previously "Make a Match")

**Existing business for 3 years**

**Total Expected Investment:** \$67,650

**Equity:** \$20,000

**Gap:** \$47,650

**MCM Cash Grant:** \$25,000.00

**Loan:** \$22,650.00

### **3. The Heat Factory LLC**

**MCM Cash Grant:** \$25,000.00



**Owners:** Frederick Paul II

**Location:** 20114 Livernois Ave

**Neighborhood (District):** Avenue of Fashion (2)

**Description:** The Heat Factory is Detroit's hottest sneaker resell store that will revolutionize the retail customer experience for buying, selling and trading sneakers via our Sneaker Swap. Sneaker Swap is a monthly subscription that allows sneakerheads to buy and trade sneakers with us based on their membership level. The Heat Factory was created for sneaker lovers by sneaker lovers, and will embrace technology to enhance the way sneakers are bought and sold. THF will also carry apparel and accessories and invest in Detroit by partnering with local charities.

**Past MCM Awards/Buildings:** Space Awardee (previously "Make a Match")

**3 years - online and in pop-ups throughout Detroit**

**Total Expected Investment:** \$48,000

**Equity:** \$5,000

**Gap:** \$43,000

**MCM Cash Grant:** \$25,000.00

**Loan:** \$18,000

#### **4. Milk & Froth**

**MCM Cash Grant:** \$25,000.00

**Owners:** Alexis Matteson and Deion Cao

**Location:** 535 Griswold St

**Neighborhood (District):** Downtown (6)

**Description:** Milk & Froth manufactures and sells premium hard-scoop ice cream made from scratch with the finest locally-sourced ingredients. Every batch of ice cream Milk & Froth makes is pasteurized and made without the use of artificial flavors, dyes, or chemical stabilizers. Milk & Froth will build on the success of their ice cream truck with a new downtown location. The business will fill a much needed gap in the downtown food scene.

**Past MCM Awards/Buildings:** NA

**Existing business for 5 years**

**Total Expected Investment:** \$214,000

**Equity:** \$120,000

**Gap:** \$94,000

**MCM Cash Grant:** \$25,000.00

**Loan:** \$69,000.00

#### **5. Esto's Garage LLC.**

**MCM Cash Grant:** \$30,000.00

**Owners:** Esteban Castro

**Location:** 1811 Parker Street

**Neighborhood (District):** Villages (5)

**Description:** Esteban started arranging pop-ups in & around Detroit back in 2013, focusing on feeding attendees of community based events that had an agenda around bringing the young



residents together & working on networking with other like-minded Detroiters. This permanent location will allow Esteban to grow his business, serve residents and create jobs for Detroiters.

**Past MCM Awards/Buildings:** NA

**Existing business for 5 years**

**Total Expected Investment:** \$115,000

**Equity:** \$24,000

**Gap:** \$91,000

**MCM Cash Grant:** \$30,000.00

**Loan:** \$61,000.00

#### **6. Parker Avenue Salon**

**MCM Cash Grant:** \$30,000.00

**Owners:** Sally Moore

**Location:** 229 Orleans Bld 6

**Neighborhood (District):** East Riverfron (5)

**Description:** An oasis of calm for nail care, face waxing and curated related retail. and a desired place to indulge in self care. The service model is progressive delivering a healthier more environmentally sound nail care experience. Parker Avenue will offer a premium experience in a growing district.

**Past MCM Awards/Buildings:** Design Awardee

**New Business**

**Total Expected Investment:** \$189,000

**Equity:** \$111,000

**Gap:** \$78,000

**MCM Cash Grant:** \$30,000.00

**Loan:** \$48,000.00

#### **7. Morningside Cafe**

**MCM Cash Grant:** \$40,000.00

**Owners:** Jeffrey D. Lewis II

**Location:** 16369 E Warren Ave

**Neighborhood (District):** Morningside (4)

**Description:** Morningside Cafe will be your local coffee, entertainment cafe and community space located in Detroit's MorningSide neighborhood. They will provide a variety of coffee beverages, specialty drinks, and baked goods along with weekly entertainment - hosting open mic nights, art exhibitions, and live rhythm and blues and jazz performances. Owner Jeff Lewis II grew up down the street, and is proud to serve the community that raised him.

**Past MCM Awards/Buildings:** Business Plan & Space Awardee

**New Business**

**Total Expected Investment:** \$112,000

**Equity:** \$22,000

**Gap:** \$90,000



**MCM Cash Grant:** \$40,000.00  
**Loan:** \$50,000

**8. Seeds of Knowledge Creative Learning Center**  
**MCM Cash Grant:** \$50,000.00

**Owners:** ChaVonne McGowan

**Location:** 15101 W McNichols

**Neighborhood (District):** Hubbell-Puritan (1)

**Description:** Seeds of Knowledge Creative Learning Center is a progressive year-round daycare/preschool providing Metro Detroit Area families with a child-focused approach to early learning, collaborative family atmosphere, and a safe, inspiring environment that encourages exploration and creativity. The program engages children ages 6 weeks -5 years with age appropriate activities that focus on creative exploration as well as incorporating social and environmental awareness.

**Past MCM Awards/Buildings:** NA

**New Business**

**Total Expected Investment:** \$275,000

**Equity:** \$200,000

**Gap:** \$75,000

**MCM Cash Grant:** \$50,000.00

**Loan:** \$25,000.00



**CODE EDC 19-11-91-104**

**MOTOR CITY RE-STORE: ROUND 8 AWARDS**

WHEREAS, EDC staff has completed due diligence and evaluation for applications (“Applications”) in round eight (“Round 8”) of the Motor City Re-Store Program; and

WHEREAS, the EDC staff has provided recommendations to the Board, to receive grant investment subject to EDC Board approval; and

WHEREAS, the EDC Board has determined that the staff recommendation is reasonable and consistent with the Motor City Re-Store program; and

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 8 evaluation process, and approves the Applications that have been recommended for Motor City Re-Store “Construction” awards, attached hereto as Exhibit A and “Design” awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, recommends that grant amounts not fully allocated each round (i.e., the remaining funds when quarterly “Construction” awards total less than \$500,000) be repurposed and distributed in future rounds. In such cases, Staff would have the authority to recommend more than \$500,000 in awards in future rounds, subject to the approval of the Board.

BE IT FURTHER RESOLVED, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC’s Authorized Agents shall hereafter have the authority to negotiate and execute all documents, contracts, or other papers and to take such actions as are necessary or appropriate to implement the provisions and intent of this resolution.

BE IT FINALLY RESOLVED, that all of the acts and transactions of any Officer or Authorized Agent of the EDC, in the name and on behalf of the EDC, relating to matters contemplated by the foregoing resolutions, which acts would have been approved by the foregoing resolutions, except that such acts were taken prior to the execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

November 20, 2019



## Exhibit A

### Recommended “Construction” Awardees

#### 1. DMF Equipment

**Estimated Construction Award:** \$25,000

**Owners:** Deana Wojocik

**Location:** 13832 Joseph Campau, Detroit (District 3)

**Description:** DMF Equipment, LLC owns a ~9,000 sq. ft. formerly vacant warehouse renovated to suit the needs of indoor agriculture and environmentally driven companies. It has been in business two (2) years.

**Project scope:** Glass block window replacement, parking lot lights and cameras, soffit repair and exterior paint, Lot fence and gate, DWSD Green infrastructure (bioretention with detention) plan implementation.

**Woman-owned**

**Detroit resident owned**

#### 2. Banner Sign Co/The Creative Bloc LLC

**Estimated Construction Award:** \$25,000

**Owners:** Nicole Piach

**Location:** 6538 Russell with adjacent 2699 East Grand Blvd., Detroit (District 5)

**Description:** Since 1924 Banner Sign Co has provided graphics for the use of promotion, advertising, brand identity and celebration to Detroiters and the metro area. It has been operating for ninety-five (95) years.

**Project Scope:** New Main Entrance & Façade on West side (6538 Russell St) of the building, Extensive Façade update to North side (2699 East Grand Blvd) of the building with new windows and cladding, Creating new property entrance / drive onto property from Russell St. Extensive beautification / retaining wall & landscaping on both the West and North sides of the building.

**Woman-owned**

#### 3. Liberal Arts Gallery

**Estimated Construction Award:** \$4,000

**Owners:** Duane Belin

**Location:** 3361 Gratiot Ave, Detroit (District 5)

**Description:** Art Gallery an alternative art space, offering art space to visual and performing artists. accommodating private events with cultural objectives. They have been in business thirty-three (33) years.

**Project Scope:** Approx. 10-12 windows, awnings, masonry repair, LED lighting, front door, sidewalk flags/slabs.

**Minority-owned**

**Veteran-owned**

**Detroit resident owned**

#### 4. Rivers Realty Inc. / Rivers Investment



**Estimated Construction Award:** \$25,000

**Owners:** Ronald & Lauren Rivers

**Location:** 18222 Livernois Ave., Detroit (District 2)

**Description:** Rivers Realty is a 40 (plus) year family run community brokerage in the city of Detroit. A full-service Real Estate Brokerage they specialize in the "day to day", and forecast planning of cooperative, condominium, multifamily, and single-family housing sites.

**Project Scope:** Decorative and non-decorative painting, door repair or replacement, lighting (ground level or overhead), landscaping, parking lot repairs, and signage.

**Minority-owned**

**Detroit resident owned**

**5. J's Café**

**Estimated Construction Award:** \$25,000

**Owners:** Gerard Thomas

**Location:** 20853 Grand River Ave., Detroit (District 5)

**Description:** J's Café Soul Food Restaurant, is a unique Northwest Detroit neighborhood favorites specializing in high quality homemade Soul Food meals that nourishes the soul and body since 1983.

**Project Scope:** New Doors, screen doors, new windows, LED lighting around building and Burt rd/Grandriver to enhance the intersection, new logo signage, new vestibule, clean the brick sidings to its natural look, and create a patio area on Burt rd. side.

**Minority-owned**

**Detroit resident owned**

**6. University Coin Laundry**

**Estimated Construction Award:** \$20,625

**Owners:** Larry Younan

**Location:** 17136 Livernois Ave., Detroit (District 2)

**Description:** University Coin Laundry is a 24-hour coin laundry that provides a necessary daily service for the community, including washing/drying and drop off services. University Coin Laundry has been in business for seventeen (17) years.

**Project Scope:** Awnings and canopies, decorative and non-decorative painting, ground level or overhead lighting, signage, window repair or replacement and window glazing.

**Detroit resident owned**



## Exhibit B

### Recommended "Design" Awardees

<b>Business Owner Name</b>	<b>Business Name</b>	<b>Business Type</b>	<b>Neighborhood</b>	<b>Award Amount</b>
Kevin L Nottage	Elbow Lounge Inc.	Bar Lounge	Islandview	\$10,000.00
Isaac Washington	Ben Washington & Sons Plumbing and Heating, Inc.	Mechanical Contracting Company	Midwest	\$10,000.00
Willie Harrell	Harrells LLC	Upholstery Store	Morningside	\$10,000.00
Dorothy Jackson and Chondra Yeargin	Chon's Unique House of Hair	Hair Salon	Bagley	\$10,000.00
David Camarena, Jose Nava, Pacal Zelaya, and Karizma Valdez, Jasmin Orozco and Abby Camarena	Stitching up Detroit, LLC	Graphic Design Developer	Springwells	\$10,000.00