



**ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
TUESDAY, JANUARY 25, 2022 – 9:00 A.M.**

**BOARD MEMBERS PRESENT:** Clifford Brown  
Kimberly Clayson  
Linda Forte  
Damon Hodge  
Chris Jackson  
Kwaku Osei  
Marsha Bruhn  
Jonathan Quarles

**BOARD MEMBERS ABSENT:** Thomas Stallworth  
Antoine Bryant (Ex-Officio)  
John Naglick (Ex-Officio)

**SPECIAL DIRECTORS  
PRESENT:** None

**SPECIAL DIRECTORS  
ABSENT:** None

**OTHERS PRESENT:** Malinda Jensen (DEGC/EDC)  
Cora Capler (DEGC/EDC)  
Glen Long, Jr. (DEGC/EDC)  
Paul Kako (DEGC/EDC)  
Jennifer Kanalos (DEGC/EDC)  
Rebecca Navin (DEGC/EDC)  
Kelly Shovan (DEGC/EDC)  
Drew Lucco (DEGC/EDC)  
Lexi Shaw (DEGC/EDC)  
Kevin Johnson (DEGC/EDC)  
Amanda Hanlin (DEGC/EDC)



**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
DETROIT ECONOMIC GROWTH CORPORATION  
500 GRISWOLD, SUITE 2200  
JANUARY 25, 2022 – 9:00 A.M.  
GENERAL**

**Call to Order**

Chairperson Forte called the regular meeting of the Economic Development Corporation Board of Directors to order at 9:03 a.m. Roll call was conducted, and a quorum was established.

Ms. Forte stated that unless there were any objections, the Project items on the agenda would be moved up to first on the agenda.

**Approval of Minutes**

Mr. Quarles asked if there were any additions, deletions, or corrections to the minutes of the December 7, 2021 Special Board meeting. Hearing none, Mr. Quarles called for a motion.

Mr. Hodge made a motion approving the minutes of the December 7, 2021 Special Board meeting, as written. Mr. Brown seconded the motion. All were in favor with none opposed. EDC Resolution Code 22-01-02-356 was unanimously approved.

**Receipt of Treasurer's Reports**

Ms. Shovan reviewed the Treasurer's Report of Receipts and Disbursements for the Months of November 2021 and December 2021. With there being no questions, Mr. Quarles called for a motion.

Mr. Brown made a motion to approve the November 2021 and December 2021 Treasurer's Reports, as written. Mr. Hodge seconded the motion. All were in favor with none opposed. EDC Resolution Codes 22-01-03-270 and 22-01-03-271 were unanimously approved.

**PROJECTS**

**Motor City Match Recommendation for Round 18 Awards**

Mr. Lucco advised that in 2015, the Economic Development Corporation of the City of Detroit ("EDC") launched the Motor City Match Program (the "Program" or "Motor City Match"). Since that time, the EDC Board has approved Program Business awards for 1,418 Detroit businesses and Building awards for 413 commercial spaces. These awards occurred while the Program operated uninterrupted for 17 rounds. Currently, 131 Motor City Match awardees are operating new businesses in formerly vacant commercial spaces throughout the city of Detroit. Additionally, over



300 Motor City Match awardees have created or expanded home-based, mobile, and pop-up businesses in the city of Detroit.

On June 29, 2021, the EDC Board authorized the execution of contracts with the City of Detroit to accept funding for the second phase of the Program. On September 15<sup>th</sup>, 2021, the Program began accepting applications for the first round of its second phase, Round 18.

Applicants competed for financial assistance awards and technical assistance awards. Four award tracks are available: Plan, Develop, Design, and Cash.

1. **Plan** – one-on-one consulting, classes and workshops, and access to technical assistance **for up to 15 entrepreneurs** seeking to refine, formalize, and launch a business idea
2. **Develop** – one-on-one consulting, classes and workshops, access to technical assistance and professional services for **up to 25 businesses** seeking to develop their idea, create a plan for growth, and choose an appropriate location for their next phase of development
3. **Design** – one-on-one consulting, classes and workshops, access to technical assistance and professional services **for up to 10 businesses** that have secured a location, settled on an appropriate growth plan, and need to create a design and program specific to that location
4. **Cash** – **Up to \$500,000 in grants and loans for up to 15 projects** that have secured a location, settled on an appropriate growth plan, and created a design and program specific to that location. The maximum grant award is \$100,000 per project. Businesses must have money ready to invest, whether it's their own equity, financing, or both. Loans are facilitated through Motor City Match lending partners.

### Technical Assistance Awards

Motor City Match technical assistance awards provide eligible awardees with technical assistance in the form of business services, access to classes and workshops, and one-on-one consultation including, but not limited to, business planning, financial management and design assistance. Technical Assistance awards are funded by federal funding and the City of Detroit general fund. The cash value of Technical Assistance awards for each track will vary based on the unique needs of awardees. **The value of all Technical Assistance awards for any one business will not exceed \$50,000 in any one award year. Technical Assistance awardees are not automatically entitled to the maximum amount of Technical Assistance funding.** Technical assistance awards included the following award tracks:

- Plan
- Develop
- Design

### Financial Assistance Awards – Cash Grants

Competitive grants are funded by the City of Detroit general fund and private philanthropic sources. **Motor City Match grants will not exceed \$100,000. Grants are available for businesses that can't get any or all the financing they need to get open.** Grants are not a substitute for readily available financing and a minimum of 10% owner equity is mandatory for consideration. Grant disbursement is subject to satisfaction of program milestones. Grants are



only available for awardees of the Motor City Match Cash Track. Grant funds can be used for the following eligible expenses:

- Business and professional services
- Design services and drawings
- Exterior and interior building renovations
- Permanent and mobile equipment
- Code compliance
- Working capital
- Inventory

When applications closed on November 1, 2021, the EDC had received 348 business applications (each an “Application”) for Round 18.

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

- "Plan" award track
- “Develop” award track
- “Design” award track
- “Cash” award track

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

- The business wishes to locate in Detroit for at least two years
- The business is majority-owned by a person who is at least 18 years or older
- This business and all owners are in good standing with the City of Detroit State of Michigan and IRS
- This business is NOT part of a franchise. (Independently owned businesses that participate in retailers’ cooperatives are not considered franchises and are eligible to apply).
- The business owners do not have actual conflict of interest, as described in the Program Guidelines, subject to the mitigation and exemption procedures outlined therein.

Second, staff scored applications based on the answers to questions in five sections that corresponds to five scoring categories:

- 1. Vision and plan** for the business based on the soundness, completeness and creativity of the concept.
- 2. Experience and capacity** of the business owners and key members of the business team.
- 3. Market opportunity** to meet economic demand and advance business district revitalization.
- 4. Community support** for new business including benefit to low to moderate income communities.
- 5. Leverage** of business owner investment and other community investment initiatives in the area.



Initial scoring is based on the answers to multiple choice questions designed to measure the extent to which an applicant can clearly communicate the strengths of their business in the five scoring categories. Maximum scores for each category are twenty points. Maximum score for each application is 100 points.

Finalists are selected based on initial scoring. Applications receiving an initial score that is not in the finalist range of the track to which they applied may be selected as a finalist if their application demonstrates that the business could result in clear positive community and economic impact. Additionally, finalists for Technical Assistance awards must demonstrate that their business and project will meet applicable federal funding guidelines based on household income, number of employees, and geographical proximity to low to moderate income populations. Up to 40 finalists are selected for Plan and Develop Tracks. Up to 25 finalists are selected for the Design Track and up to 40 finalists are selected for the Cash Track.

- Finalists for the “Plan” and “Develop” Tracks are selected internally and are not sent a supplemental application or an official notification of their finalist status. Instead, EDC staff requests additional information or clarifying information when necessary.
  - 40 Plan finalists were selected in Round 18
  - 40 Develop finalists were selected in Round 18
- Finalists for the “Design” Track are sent an official notification of their status within 30 days of the initial application closing. Finalists are required to complete a supplemental application and site visit with EDC staff.
  - 25 Design finalists were selected in Round 18
- Finalists for the “Cash” Track are sent an official notification of their status within 30 days of the initial application closing. Finalists are required to complete a supplemental application and site visit with EDC staff, and to engage local lenders to determine how much capital is available to fund their projects.
  - Supplemental Applications for “Cash” finalists require submission of financial information, including a standard loan application and personal financial statement. This information is used to determine the project’s financial need, equity investment and “funding gap” for each business.
  - Lender Networking Events introduce applicants to a team of six local Community Development Financial Institution (CDFI) and Non-traditional lending partners. Applicants are asked to liaise with these lenders in an attempt to determine whether or not loans are available to fill the project’s “funding gap”. Lender Networking Events were held on December 7th and 8<sup>th</sup>, 2021.
  - Lenders present included Invest Detroit, Detroit Development Fund, ProsperUs Detroit, CDC Small Business Finance, 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 funding gap based on recommended grant investment from Motor City Match.
  - Motor City Match staff uses lender interest, participant scores, supplemental information and readiness to accept additional investment to determine “Cash” awardees and associated grant investment.



EDC staff recommends the approval of awards for Round 18 in accordance with the following:

- Fifteen (15) “Plan” awardees for business planning as presented in Exhibit A.
- Twenty-five (25) “Develop” awardees for site selection as presented in Exhibit B.
- Ten (10) “Design” awardees for design, architectural, and engineering services in Exhibit C
- Thirteen (13) “Cash” awardees to receive a total of \$500,000 in grant investment, as described on Exhibit D.

EDC staff will provide an internally developed Business Plan training for up to fifteen (15) Round 18 Motor City Match “Business Plan” awardees.

EDC staff will facilitate one-on-one match making between top ranking businesses and building owners recognized as Round 18 “Develop” 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.

EDC staff will facilitate introductions to qualified service providers that can provide project-based design, architectural, and engineering services for Round 18 “Design” awardees. Services may include all five stages of the architectural design process and will be funded by the applicable Motor City Match funding source.

The EDC will enter into grant agreements with Round 18 Motor City Match “Cash” awardees and facilitate underwriting with lending partners to pursue gap financing through these independent sources.

A resolution approving the staff’s recommendation of “Plan”, “Develop” and “Design” awardees and recommending to the Board staff’s recommendation of “Cash” awardees was attached for the Board’s consideration.

Ms. Forte excused herself from the meeting at 9:25 am and Vice-Chairperson, Mr. Quarles, took over as Chair of the meeting.

Mr. Brown asked if EDC Staff knows the success rate of small businesses that have received awards from the MCM program compared to those small businesses in the same category that have not received awards from the MCM program. Mr. Lucco stated that EDC Staff does not know that information by category, but that small businesses that have received awards from the MCM program do have a lower failure rate overall when compared to small businesses that have not received awards from the MCM program.

Mr. Brown asked if the EDC Staff has a list of service providers that have provided technical assistance to MCM program awardees and any metrics on the success of those service providers in assisting small businesses. Mr. Lucco stated that the EDC Staff has issued a Request for Quotes (RFQ) to identify a new set of service providers to provide technical assistance and that the reviews of business plans will now be conducted by EDC Staff in order to make sure that



business owners are achieving measurable goals and milestones and to formalize the process to get businesses registered and opened more efficiently.

Mr. Brown asked if the success rates of the small businesses assisted by the current service providers once the results of the RFQ is brought to the EDC Board for review. Mr. Lucco stated that that information will be compiled and presented to the EDC Board along with the results of the RFQ.

Mr. Brown asked what the biggest challenges have been in funding and identifying success rates of the small businesses that have received awards from the MCM program. Mr. Lucco stated that there were several small businesses that applied for awards from the MCM program that were close to being able to open and needed funding to fill a gap in financing and an issue that EDC Staff has been facing with small businesses is making sure the owners have a contingency plan in place in case the business fails and trying to make sure the businesses have multiple revenue streams (online, storefront, wholesale, etc.), if possible, given the challenges small businesses have been facing since the start of COVID and the overall shift in the business environment.

Mr. Brown asked if there have been challenges in receiving financial reporting from MCM program awardees. Mr. Lucco stated that receiving financial reporting from MCM program awardees has been an ongoing challenge and that EDC Staff tries to make their requests for data from MCM program awardees very clear and manageable with a realistic turnaround time and that EDC Staff has tried to make technical assistance more available and useful to MCM program awardees to help with financial reporting from MCM program awardees.

Mr. Jackson stated that he is excited to see the MCM program up and running again and that he visited many of the MCM program awardee businesses for holiday shopping. Mr. Jackson added that it is great to see Invest Detroit involved in the program and that First Independence Bank has expressed interest in supporting the MCM program.

Mr. Jackson asked what the process is for connecting developers with small businesses looking for a retail location. Mr. Lucco stated that the process for connecting developers with small businesses looking for retail spaces is in flux and what the process has historically been to have matchmaking events with building owners and small business owners to be able to meet and see if the spaces are a good fit but because of COVID and social distancing it has been difficult to have those events. Mr. Lucco stated that moving forward, EDC Staff looks to hold events of that nature virtually, to also focus more on one-on-one matchmaking for small businesses and retail spaces to be able to focus on making matches between building owners and small businesses that make sense financially for both parties, and to keep developing the process for building owners to apply for their spaces to be part of a listing and on a map that will be made available online.

Mr. Brown stated that having available retail spaces listed online with additional information on the buildings is a great idea and recommended including information on the building owners themselves to increase communication with small business owners looking for spaces.

Mr. Jackson stated that it is important for retail spaces in new developments be made available at lower rental rates that are more attainable for small businesses and to explore options to assist



with lowering those rental rates to get more MCM program awardees into the retail spaces in new developments.

Mr. Quarles stated that he has been working with the College of Creative Studies to create a program to provide marketing assistance to small businesses and has connected with Mr. Ned Staebler at TechTown to find ways to connect with small businesses who are in need of the marketing assistance and at the same time provide opportunities for college students to work with real businesses for experience and that a similar program has been operating in Flint, MI.

Ms. Bruhn asked how long RAMP Detroit, LLC has been operating. Mr. Lucco stated that RAMP Detroit, LLC has been operating for several years and that part of their financing is through the building owner and will be paid through the monthly rent payment.

Ms. Bruhn asked if the new location for Detroit Soul is located near the current location. Mr. Lucco stated that the new location for Detroit Soul is not near the current location.

Mr. Quarles asked if there were other comments/questions. Hearing none, the Board took the following action:

Mr. Brown made a motion to approve the Motor City Match Recommendation for Round 18 Awards, as presented. Mr. Osei seconded the motion. All were in favor with none opposed.

EDC Resolution Code 22-01-91-120 was unanimously approved.

**Motor City Match Recommendation to Update Previously Approved Awardee's Address – Loose Massage Therapy Plus, LLC**

Mr. Lucco advised that Since June 1, 2015, the EDC's Motor City Match program began accepting applications for the Business Owner "Cash" Award Track. The "Cash" Award Track awards businesses who have a business plan, a secured space, and funds available to invest in their project a grant up to \$100,000 to assist in the business' project.

Upon submission of an application for the "Cash" Award Track and the subsequent approval of an award to selected Motor City Match awardees, awardees are required to identify the location of their business. Loose Massage Therapy Plus LLC (the "Awardee") was awarded a Motor City Match "Cash" award on January 10, 2017 in the amount of \$30,000. Since then, the Awardee began requesting and utilizing disbursements of the grant for the purchase of fixtures and equipment for its business and \$8,581 remains in grant funds available for Awardee's project. The Awardee changed its project location in the Spring of 2019 and has been operating out of the Awardee's home and temporary locations since that time. Completion of construction in the new location was expected in the Spring of 2020, however those plans were delayed by the onset of the Coronavirus pandemic. Though delayed, the awardee is now ready to continue and complete construction in their new space. In order for the Awardee to complete its project and use the remaining funding under its respective "Cash" grant award, EDC staff recommends that the Awardee's business address be updated in accordance with the following:



Awardee	Round	Original Location	New Location
Loose Massage Therapy Plus LLC	6	19323 Livernois, Detroit, MI 48221 (Avenue of Fashion, District 2)	17320 Livernois, Detroit, MI 48221 (Avenue of Fashion, District 2)

A resolution approving the staff's recommendation to update the Awardee's business address as stated herein was attached for the Board's consideration.

Mr. Quarles asked if there were any questions. Hearing none, the Board took the following action:

Mr. Osei made a motion to approve the Motor City Match Recommendation to Update Previously Approved Awardee's Address – Loose Massage Therapy Plus, LLC, as amended. Ms. Bruhn seconded the motion. All were in favor with none opposed. EDC Resolution Code 22-01-91-121 was unanimously approved, as amended.

**ADMINISTRATION**

None.

**OTHER MATTERS**

None.

**PUBLIC COMMENT**

None.

**ADJOURNMENT**

On a motion by Ms. Bruhn, Mr. Quarles adjourned the meeting at 9:58 a.m.



**CODE EDC 22-01-02-356**

**APPROVAL OF MINUTES OF DECEMBER 7, 2021 SPECIAL MEETING**

**RESOLVED**, that the minutes of the Special meeting of December 7, 2021 are hereby approved, and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

January 25, 2022



CODE EDC 22-01-03-270

**RECEIPT OF TREASURER'S REPORT FOR NOVEMBER 2021**

**RESOLVED**, that the Treasurer's Report of Receipts and Disbursements for the period ending November 30, 2021, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

January 25, 2022



CODE EDC 22-01-03-271

**RECEIPT OF TREASURER'S REPORT FOR DECEMBER 2021**

**RESOLVED**, that the Treasurer's Report of Receipts and Disbursements for the period ending December 31, 2021, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

January 25, 2022



**CODE EDC 22-01-91-120**

**MOTOR CITY MATCH: RECOMMENDATION FOR ROUND 18 AWARDS**

**WHEREAS**, in 2015, the Economic Development Corporation of the City of Detroit (“EDC”) launched the Motor City Match Program (the “Program”); and

**WHEREAS**, in June, 2021, pursuant to a request for proposal issued by the City of Detroit, the EDC was selected to be the program administrator of the second phase of the Program; and

**WHEREAS**, EDC staff has completed due diligence and evaluation for applications (“Applications”) in the eighteenth round (“Round 18”) 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 “Plan” awards, “Develop” awards, “Design” awards, and cash grant investment for the “Cash” award categories; and

**WHEREAS**, the EDC Board of Directors has determined that staff’s recommendation is appropriate and in the best interests of the EDC and the Program.

**NOW, THEREFORE BE IT RESOLVED** that the EDC Board of Directors accepts the current results of the Round 18 application evaluation process.

**BE IT FURTHER RESOLVED**, that the EDC Board of Directors approves the businesses described in Exhibit A for “Plan” awards.

**BE IT FURTHER RESOLVED**, that the EDC Board of Directors approves the businesses described in Exhibit B for “Develop” awards.

**BE IT FURTHER RESOLVED**, that the EDC Board of Directors approves the businesses described in Exhibit C for “Design” awards.

**BE IT FURTHER RESOLVED**, that the EDC Board of Directors approves “Cash” grant awards to the businesses and in the amounts described in Exhibit D.

**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 which cases would have the authority to recommend to the Board for approval more than \$500,000 in “Cash” awards in future rounds.

**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.

January 25, 2022



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

<b>Business Name</b>	<b>Business Owner</b>	<b>Description</b>
Abigail School of Dance, LLC	Elaine Sledge	Providing ballet training for youth
Balanced Spa	Diamonique Lynem	Esthetic spa and supply store for students and licensed estheticians
Better Miles Food Truck	Myesha Riley-Johnson	Mobile food trailer attempting to expand as a commissary kitchen
Cleodii Vihjen LLC	Asanti Martins	Detroit-based clothing brand selling unique loungewear
Cooper Irby Brewster Professional Services LLC	Minya Irby	Commercial insurance agency
Creole Soul Detroit	Lonn Crooms	Carry-out restaurant serving lunch and dinner
Detroit Boujie Burgers	Arianna Harp	Health conscious, locally sourced burgers themed restaurant
Minds That Wonder LLC	Ditte Woodson	Multimedia educational support services and products
Ms Wilkins Place Community Thrift Store	Kiyana Wilkins	Retail shop that offers gently used clothing, household goods, and furniture
The Great Divine Center LLC	Kymaletha Brown	Women’s health clinic
Timmor's Tempting Treatz	Timmor Turner	Bakery serving desserts any occasion
Triad Services/ Cygnus Syrups	Lamont Dorsey	Sustainable produced syrups and food products
Verdure Freshe LLC	Woodrow White	Indoor Vegetable & Tilapia Farming
Walter Pat's Bakery Cafe	Lauren Ellis	bakery café serving breakfast and lunch
Zippy's Coffee	Gabriella Occhialini	Trailer/drive through serving coffee



**Exhibit B  
Recommended “Develop” Awardees**

<b>Business Name</b>	<b>Business Owner</b>	<b>Short Description</b>
Little Blessings Learning House	Dechelle Reed	Childcare services
AZA Beverages	Atemnkeng Atabong	Organic hibiscus tea using local ingredients infused with Egyptian hibiscus
Bamboo Beauty, LLC	Tianna James	Beauty and wellness retail products
Black Diamond Beauty Supply Co. LLC	Jessica Kwalli	Beauty supply selling retail products
Boblife Films Company llc	Terrence Gause	Filming events, marketing/advertising and audio engineering
Braids by Briee llc	Briana Wynn	Service women and men in the hair industry
Byron D. Brooks Enterprise LLC	Byron Brooks	Audio-Engineering, consulting, and community development.
Canvas On Scene	Kaleena Richardson	Painting parties on location or DIY
Cascade and Monroe	Tamiko Phillips	Food and Catering
Consistent Health and Wellness	IzJayna Thomas	Provide 24 hour vegan food
ForHerCosmetics	Alyssa Space	ForHerCosmetics STEM based natural cosmetics
J. McCray Style LLC	Jennifer McCray	Retailer selling fashion and accessories
Joy of Nails LLC	Joy Robinson	Nails, pedicures supplies and training
Luffy's Kitchen	Funlola Ibironke	Serving authentic Nigerian food
Mahatma Candles LLC	Kyresha Coston	Handcrafting bath, body, & home goods
My Secret Boutique (Robin Renee Detroit)	Robin Anthony	Make and sell handcrafted leather products
Our Party Could Be Your Life (dba Haute to Death)	Ashley Nowak-Dones	Live arts and music venue
Premier Contractors of Michigan, LLC	Cheryl Vincent	Repair, and restoration of properties



SMC Collections LLC	Shareem Jones	Lingerie company
Sunny Solutions LLC	Frederick Warren Carlock The Second	Solar consultation engineering and performance
Tasty Fixin's Catering LLC	Carla Mason	Kitchen servicing new & existing food trucks
Tha Eccentric Style LLC	Destiny Stallworth	Hair Salon up-keeping local customers hairstyles
The Bag Lady Detroit	Taylor Hill	Restaurant serving seafood
V& L's Soul Food Restaurant	Veronica Lymon	Catering Company selling food and desserts
Thumbprint Fulfillment	Becky Riess	Warehouse, distribution and fulfillment center for global goods



**Exhibit C  
Recommended "Design" Awardees**

<b>Business</b>	<b>Owner</b>	<b>Address</b>	<b>District</b>	<b>Neighborhood</b>	<b>Description</b>
Naturally FLYY Detroit	Charice Thomas	17337 Lahser	1	Old Redford	Women's boutique offering unique apparel
Motor City House of Stone	Alice and Dushaun Howard Sr	3383 Ewald Circle	2	Oakman Blvd. Community	Wholesaler of Natural Stone Slabs
Lovin' Touch Learning Center	Kelly Bishaw	2470 Collingwood	2	Dexter Linwood	Extended Hour Childcare Center
Adelaide's Market	Debra & Greg O'Molesky	13880 Joesph Campau	3	Banglatown	Eclectic Bodega with Breakfast Tacos
Forris Enterprises DBA Baby University	India Armstrong	4141 Mitchell St	5	McDougall-Hunt	Childcare, co-working, & parent development
Third Place Winner, LLC D/B/A "Bronze"	Michelle Potas	1452 West Alexandrine	6	Woodbridge	Cafe serving coffee, cider, beer
Hope for Flowers	Tracy Reese	119 Garfield	6	Midtown	Fashion design, education, & training
Sister Pie Headquarters	Lisa Ludwinski	1415 Parker	5	West Village	Bakery serving pie, cookies, classes
Great Lakes Property Management Group, LLC	Clarence Archibald	10321 Puritan	2	Fitzgerald	Handyman Training Center
Paradise Deli and Marketplace	Nezaa T. Bandele	4731 Grand River	6	Core City	Deli and cafe serving global cuisine



## Exhibit D Recommended "Cash" Awardees

### 1. Live Creative Consulting, LLC dba Joyola Mei Salon \$25,000

**Owner:** Joyell Lewis

**Minority & Woman-owned, Detroit Resident**

**Location:** 1432 Michigan Ave

**Property Owner:** 1400 Michigan Ave, LLC; Mark A. Jernigan

**Neighborhood (District):** Corktown (6)

**Description:** Joyola Mei Salon provides customers with a novel holistic and eco-luxury salon experience by offering services that align with their needs and values. Operating in Corktown, the salon will appeal to a bright, busy, professional, eco-conscious women and male-identifying clientele who seek sustainable practices for the good of people and the planet.

**Past MCM Awards:** Business Plan Awardee, Space Awardee

**Existing Business opening in its first permanent location**

**Total Expected Investment:** \$134,629

**Equity:** \$40,000

**Gap:** \$95,000

**MCM Grant:** \$25,000

**Loan:** \$70,000

**Lender:** Michigan Women Forward, ProsperUs Detroit

### 2. Fork In Nigeria LLC \$30,000

**Owners:** Prej Iroegbu

**Minority-owned**

**Location:** 4219 Woodward

**Property Owner:** Mid-City Properties

**Neighborhood (District):** Cultural Center (6)

**Description:** Fork in Nigeria began as a food truck serving Detroiters with authentic Nigerian cuisine. After expanding to two food trucks serving metro Detroit and Chrysler plants, Motor City Match will help Prej open his first brick & mortar location on Woodward in Midtown Detroit.

**Mobile Business opening in its first permanent location**

**Past MCM Awards:** no previous awards

**Total Expected Investment:** \$156,714

**Equity:** \$126,714

**Gap:** \$30,000

**MCM Grant:** \$30,000

**Loan:** no loan

### 3. Mature LLC \$30,000

**Owners:** Darryl Humes

**Minority-owned, Detroit Resident**

**Location:** 3011 W Grand Blvd

**Property Owner:** Fisher Acquisition LLC



**Neighborhood (District):** New Center (5)

**Description:** Mature is premier menswear clothier based in Detroit that provides a balanced wardrobe for the elevated lifestyle. The store offers a unique blend of contemporary casual and modern upscale attire speaks confidence and distinguished style. Positivity, style and attractive character is the foundation of Mature. Owners Darryl & Dekoven Humes help provide strategy to enhance your shopping experience; to build wardrobe with an affordable investment.

**Existing business moving from pop-up to permanent location**

**Past MCM Awards:** Design Awardee

**Total Expected Investment:** \$130,000

**Equity:** \$40,000

**Gap:** \$90,000

**MCM Grant:** \$30,000

**Loan:** \$60,000

**Lender:** Detroit Development Fund

**4. Detroit Dance Center LLC**

**\$35,000**

**Owners:** Linda Hendricks

**Minority & Women-owned, Detroit Resident**

**Location:** 831 Selden

**Property Owner:** Procida Development Group LLC

**Neighborhood (District):** Midtown (6)

**Description:** Detroit Dance Center's (DDC) mission is to bring the spotlight back to the immense talent that Detroit has to offer through dance education. Partners Linda, Jasmine, & Dominique's focus is to provide a state-of-the-art dance facility that encompasses all dance genres, allowing students to have the proper training to have a professional career in dance, and cater to the underserved communities in Metro Detroit.

**Past MCM Awards:** no previous awards

**Existing Business open for over 5 years**

**Total Expected Investment:** \$168,000

**Equity:** \$53,000

**Gap:** \$155,000

**MCM Grant:** \$35,000

**Loan:** \$80,000

**Lender:** Invest Detroit, ProsperUS Detroit



### **5. RAMP Detroit LLC**

**\$35,000**

**Owners:** Erin Johnson

**Minority-owned, Woman-owned**

**Location:** 4849 Canyon Street

**Property Owner:** P.A. Commercial, LLC; John E. De Wald

**Neighborhood (District):** Cornerstone Village (4)

**Description:** RAMP Detroit is a sport performance center helping individuals live a pain free life and getting them back in the game, whether they are recovering from injury or trying to reach their full potential. Owner Erin Johnson focuses on providing a wellness/recovery lab that offers manual therapy using innovative technology and studio space for performance training

**Past MCM Awards:** Design Awardee, Space Awardee

**Existing business moving to new permanent location**

**Total Expected Investment:** \$403,491

**Equity:** \$40,400

**Gap:** \$363,091

**MCM Grant:**

**Loan:** \$328,091

**Lender:** Invest Detroit

### **6. Supreme Café, LLC**

**\$35,000**

**Owners:** Jamaal Muhammad

**Minority Owned, Detroit Resident**

**Location:** 18111 Wyoming St

**Property Owner:** 18117 Wyoming, LLC

**Neighborhood (District):** Schulze (2)

**Description:** Supreme Cafe serves all natural, organic, gourmet food. Owner Jamaal Muhammad focuses on ensuring all products are 100% made with quality care and the very best ingredients. Supreme Café prioritizes giving back to the community through food giveaways, inspiring the youth, helping the elderly, and teaching and training Detroiters.

**Past MCM Awards:** no previous awards

**Existing Business opening in its first permanent location**

**Total Expected Investment:** \$117,000

**Equity:** \$17,000

**Gap:** \$100,000

**MCM Grant:** \$35,000

**Loan:** \$65,000

**Lender:** CDC Small Business Financing



### **7. The Sandwich Lobby LLC**

**\$35,000**

**Owners:** LaNetta Smith

**Minority & Woman-owned, Detroit Resident**

**Location:** 10630 Morang

**Property Owner:** owned by business owners

**Neighborhood (District):** Moross-Morang (4)

**Description:** The Sandwich Lobby is a family-based company that will sell a variety of soups, sandwiches and baked potatoes on Detroit's Eastside. The company will promote healthy, wholesome menu options, including vegan sandwiches, fresh vegetables and low sodium fresh deli meats. The Sandwich Lobby will offer fast, convenient, healthy food options for their neighborhood.

**Past MCM Awards:** no previous awards

**Existing business opening in its first permanent location**

**Total Expected Investment:** \$108,861

**Equity:** \$58,861

**Gap:** \$50,000

**MCM Grant:** \$35,000

**Loan:** \$15,000

**Lender:** CEED Michigan

### **8. Dulce Café and Bakery LLC**

**\$40,000**

**Owners:** LaNesha Matthews

**Minority & Woman-owned, Detroit Resident**

**Location:** 17233 Mack Ave

**Property Owner:** Dominic Cafana

**Neighborhood (District):** Cornerstone Village (4)

**Description:** Dulce Café and Bakery is upscale café and bakery serving gourmet sandwiches, custom salads, custom cakes and pastries. Currently, Dulce operates a thriving catering operation and sells wholesale to local businesses and direct to customers through online orders. Opening this location on Mack Avenue will allow owner LaNesha Matthews to scale up existing operations and add new revenue streams.

**Past MCM Awards:** no previous awards

**Home-based and mobile Business opening in its first permanent location**

**Total Expected Investment:** \$259,714

**Equity:** \$94,714

**Gap:** \$165,000

**MCM Grant:** \$40,000

**Loan:** \$125,000

**Lender:** Michigan Women Forward, Opportunity Resource Fund



## **9. Hooked On Books Child Care LLC**

**\$40,000**

**Owners:** Yolanda Massey

**Minority & Woman-owned**

**Location:** 24532 West Mcnichols

**Property Owner:** owned by business owners

**Neighborhood (District):** The Eye (1)

**Description:** Hooked on Books Childcare is an existing in-home childcare service open since 2015. Hooked on Books focuses on social and emotional development and offers care for children ranging from 6 weeks of age to 8 years old. Services include before and after school care, along with on-day drop-in service and part time or full-time care

**Past MCM Awards:** Design Awardee

**Home-based business opening in its first permanent location**

**Total Expected Investment:** \$145,000

**Equity:** \$43,886

**Gap:** \$101,114

**MCM Grant:** \$40,000

**Loan:** \$61,114

**Lender:** ProsperUs Detroit, SBA

## **10. Welcome Home Yoga & Wellness Center, Inc**

**\$40,000**

**Owners:** Robyn Childers

**Woman-owned**

**Location:** 6375 West Seven Mile Road, Suite 103

**Property Owner:** Bagely Forest Property LLC; Matthew Hessler

**Neighborhood (District):** Bagley (2)

**Description:** Welcome Home Yoga & Wellness is a neighborhood yoga, meditation, and community gathering space, offering stress relief and wellness services. Mind/body integrative practices, such as yoga and meditation, have been shown to relieve stress, anxiety and other physical ailments. Welcome Home will provide a foundation for exploring healing, recovery, balance and transformation for Detroiters

**Past MCM Awards:** no previous awards

**Existing business moving from pop-up to permanent location**

**Total Expected Investment:** \$305,125

**Equity:** \$90,525

**Gap:** \$214,600

**MCM Grant:** \$40,000

**Loan:** \$174,600

**Lender:** Detroit Development Fund, Michigan Women Forward



### 11. Lily's & Elise, LLC

**\$45,000**

**Owners:** Kimberly Fisher

**Minority & Woman-owned,**

**Location:** 19037 Livernois

**Property Owner:** Bagely Forest Property LLC; Matthew Hessler

**Neighborhood (District):** Bagley (2)

**Description:** Lily's & Elise is a Tea Cafe specializing in small bites, pastries, and craft cocktails. Their brand also offers floral and event services, catering, three mobile units, and lifestyle goods. As tea is the second most consumed drink, Lily's & Elise will serve the neighborhood and attract customers from all over metro-Detroit, including every race, status, and gender.

**Past MCM Awards:** Design Awardee

**Pop-up and mobile business opening in its first permanent location**

**Total Expected Investment:** \$554,450

**Equity:** \$199,450

**Gap:** \$355,000

**MCM Grant:** \$45,000

**Loan:** \$310,000

**Lender:** Detroit Development Fund, Invest Detroit

### 12. Breadless Corporation dba Breadless Jefferson LLC

**\$50,000**

**Owners:** Marc Howland

**Minority-owned**

**Location:** 2761 East Jefferson Avenue Unit A

**Property Owner:** 2761 E. Jefferson QOZB LLC; Aamir Farooqi

**Neighborhood (District):** Rivertown (5)

**Description:** Breadless is a Detroit-based and Black-owned sandwich shop for breadless eaters. Breadless offers savory on-the-go sandwiches made with leafy super greens that empower a health-conscious lifestyle and aims to be a home for those who are used to ordering off of the menu. Breadless is committed to hiring Detroiters and being a force for wholistic change in the community.

**Past MCM Awards:** Space Awardee

**Pop-up and mobile business opening in its first permanent Total Expected**

**Investment:** \$493,720

**Equity:** \$443,720

**Gap:** \$50,000

**MCM Cash Grant:** \$50,000

**Loan:** no loans



13. Detroit Soul, LLC

\$60,000

**Owners:** Jerome Brown

**Minority-owned**

**Location:** 14300 E. Jefferson

Property Owner: 14300 E. Jefferson LLC; Jefferson East, Inc.

**Neighborhood (District):** Jefferson Chalmers (4)

**Description:** Detroit Soul is a family-based restaurant talented in a healthier approach to soul food preparation and catering services. The same care placed in the cooking process is also invested into the customer service experience. We enrich the economic conditions within the neighborhood by providing employment and community support.

**Past MCM Awards:** no previous awards

**Existing business opening second location**

**Total Expected Investment:** \$335,060

**Equity:** \$35,000

**Gap:** \$300,060

**MCM Cash Grant:** \$60,000

**Loan:** \$240,060

**Lender:** Detroit Development



**CODE EDC 22-01-91-121**

**MOTOR CITY MATCH: RECOMMENDATION TO UPDATE PREVIOUSLY APPROVED AWARDEE'S ADDRESS**

**WHEREAS**, the following business has been previously awarded a Motor City Match "Cash" Grant during round 6: Loose Massage Therapy Plus LLC (the "Awardee"); and

**WHEREAS**, an Awardee is required to identify the location of their business prior to the EDC Board's approval of their cash award; and

**WHEREAS**, the Awardee has recently updated its business location from 19323 Livernois to 17320 Livernois Detroit, MI 48221; and

**WHEREAS**, EDC staff recommends the approval of the updated Awardee business location, allowing Awardee to utilize the previously awarded "Cash" grant award.

**THEREFORE, BE IT RESOLVED** the EDC Board of Directors approves the updated Awardee address as sated herein.

**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.

January 25, 2022