



**APPROVAL OF MINUTES OF OCTOBER 25, 2016 MEETING**

RESOLVED, that the minutes of the Regular meeting of October 25, 2016 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 10, 2017

**ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
TUESDAY, OCTOBER 25, 2016 – 8:30 A.M.**

**BOARD MEMBERS PRESENT:** Monique Claiborne  
Kimberly Clayson  
Chris Jackson  
Roger Short  
Thomas Stallworth

**BOARD MEMBERS ABSENT:** Maurice Cox (Ex-Officio)  
Linda Forte  
Jonathan Quarles  
John Naglick (Ex-Officio)  
William Ritsema  
Matthew Roling

**SPECIAL DIRECTORS  
PRESENT:** None

**SPECIAL DIRECTORS  
ABSENT:** None

**OTHERS PRESENT:** Anthony Askew (DEGC/EDC)  
John Gallagher (Free Press)  
Derrick Headd (City Council)  
Marcel Hurt (City Council)  
Gay Hilger (DEGC/EDC)  
Jennifer Kanalos (DEGC/EDC)  
Rebecca Navin (DEGC/EDC)  
Glen Long, Jr. (DEGC/EDC)



Economic Development Corporation of the City of Detroit

**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
TUESDAY, OCTOBER 25, 2016  
DETROIT ECONOMIC GROWTH CORPORATION  
500 GRISWOLD, SUITE 2200 - 8:30 A.M.**

**CALL TO ORDER**

Mr. Short, Treasurer and Acting Chair, called the Regular meeting of the Economic Development Corporation Board of Directors to order at 8:40 a.m.

**GENERAL**

**Approval of Minutes**

Mr. Short asked if there were any additions, deletions or corrections to the minutes of the August 23, 2016 Regular Board meeting. Hearing none, the Board took the following action:

On a motion by Mr. Stallworth, seconded by Mr. Jackson, Resolution Code EDC 16-10-02-274 was unanimously approved.

**Receipt of Treasurer's Report**

Mr. Long reviewed the Treasurer's Report of Receipts and Disbursements for the months of August and September 2016 for the benefit of the Board and responded to questions.

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

On a motion by Mr. Jackson, seconded by Mr. Stallworth, Resolution Codes EDC 16-10-03-206 and 16-10-03-207 were unanimously approved.

**PROJECTS**

**Motor City Match Recommendation for Round 5 Business Awards**

Mr. Askew reported that on June 1, 2016, the EDC's Motor City Match program began accepting applications for Round 5 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>Awards</b>	<b>Awardees must:</b>
<b>TECHNICAL ASSISTANCE</b>	<b>BUSINESS PLAN</b>	<ul style="list-style-type: none"> <li>• Up to 50 winners</li> <li>• Free business planning class</li> </ul>	<ul style="list-style-type: none"> <li>• A great idea</li> </ul>
	<b>SPACE</b>	<ul style="list-style-type: none"> <li>• Up to 25 winners each round</li> <li>• Match making with top real estate</li> <li>• Financial planning assistance</li> </ul>	<ul style="list-style-type: none"> <li>• A great idea</li> <li>• A great business plan</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>• A great idea</li> <li>• A great business plan</li> <li>• Space secured</li> </ul>
<b>FINANCIAL ASSISTANCE</b>	<b>CASH</b>	<ul style="list-style-type: none"> <li>• Up to 10 winners each round</li> <li>• Up to \$100,000 matching grant per winner</li> <li>• Grants match your cash dollar-for-dollar.</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>• A great idea</li> <li>• A great business plan</li> <li>• Space secured</li> <li>• A plan for build-out</li> <li>• Funds ready to investment</li> </ul>

When applications closed on July 1, the EDC had received over 500 business applications (“Application”). Motor City Match had previously received over 1300 business applications for Rounds 1, 2, 3, and 4.

The Board memorandum and resolution focuses on the selection and recommendation of awardees for:

- Business Plan award track receiving business planning assistance (formerly “Get Ready” award track.)
- “Space” award track receiving site selection assistance (formerly “Make a Match” award track).
- “Design” award track receiving architectural design, permitting and bidding assistance for pre-development (formerly “Make a Plan” award track).
- “Cash” award track receiving grants and financing assistance (formerly “Match your Cash” award track).

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.
5. The business is not part of a franchise.

Second, staff sorted applications into various award tracks and reviewed eligible business applications to determine finalists. A simple thumbs up/thumbs down voting technique was used to narrow the list of eligible applicants to finalists. Finalist applicants were identified as follows:

- “Business Plan” applicants have great business ideas but haven’t formulated a business plan yet or need help strengthening their business plan before pursuing space. In total, fifty (50) Business Plan awardees were selected using the thumbs up/thumbs down voting technique.
- “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. In total, forty-eight (48) Space finalists were selected.
- “Design” applicants have great business plans and have secured a space but need help planning for renovations. In some cases, these businesses are tenants; in other cases, these businesses own the building they plan to open their business in. In total, fourteen (14) Design finalists were selected.
- “Cash” applicants have a location secured, a plan for build-out and strong of understanding of the money needed to start their business and complete renovations at the space. In total, thirty (30) 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. “Space” finalists were reviewed by a team of community stakeholders from across various parts of the city and “Design” and “Cash” finalists were reviewed by a team of business leaders and lenders. “Business Plan” applications were only scored using the thumbs up/thumbs down voting technique after reviewing the five criteria. “Space”, “Design”, 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 as follows:

“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) lending partners on September 26, 2016, to determine grant and loan investment required to fill the “financial gap” on each project. CDFI partners include Invest Detroit, Detroit Development Fund, Capital Impact Partners, LISC, Michigan Women’s Foundation and Detroit Micro-Enterprise Fund. 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.

On August 11, 2015, the EDC Board of Directors established a Motor City Match Selection Committee (the “Committee”), consisting of 3 EDC Board members: Bill Ritsema, Chris Jackson, and Jonathan Quarles to streamline the selection of technical assistance awardees. The EDC Board of Directors delegated approval authority to the Committee for all Motor City Match awardees for technical assistance in the Building and Business Tracks, which would include all recipients of “Business Plan,” “Space,” and “Design” awards<sup>1</sup>. Technical assistance awards are provided directly by the EDC through its staff, consultants, or contractors. No direct financial assistance is provided.

On September 30, 2016, Motor City Match Committee approved EDC Staff recommendations for the following technical assistance awardees for Round 5 of the Motor City Match Business Owner application track:

- Fifty (50) “Business Plan” awardees for business planning are presented in Exhibit A.
- Twenty-Five (25) “Space” awardees for site selection are presented in Exhibit B.
- Seven (7) “Design” awardees are presented in Exhibit C.

EDC staff anticipates contracting with independent business planning service providers to deliver business planning training. EDC anticipates that Build Institute and LifeLine will provide business planning training for up to 50 Round 5 Motor City Match “Business Plan” awardees.

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<sup>1</sup> On August 11, 2015, EDC Board of Directors delegated the authority to recommend awardees for financial assistance in the “Cash” category to the Committee, with final approval of grant awards and terms of grant agreements for any recipients of financial assistance in the “Match Your Cash Category” to be retained by the EDC Board of Directors.

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.

EDC staff will hire contractual professional architect, engineering and construction providers to deliver design-build assistance to “Design” awardees. The EDC has approved four (4) design-build independent contractors to provide pre-development design services for seven (7) Round 5 Motor City Match “Design” awardees.

In addition, the Motor City Match committee approved recommending to the Board for approval EDC staff recommendations for the following cash assistance awards for Round 5 of the Motor City Match Business application track:

- Six (6) “Cash” awardees to receive a total of \$300,000 in grant investment, as described on Exhibit D.

The EDC will enter into grant agreements with Round 5 Motor City Match “Cash” awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources. As the aggregate cash grants this round is less than the \$500,000 limit, EDC staff and the Motor City Match Committee also 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, and that in such cases, Staff would have the authority to recommend more than \$500,000 in “Cash” awards in future rounds, subject to approval and recommendation of the Board.

In addition to the above-referenced cash assistance awards, for three of our Round 1 “Cash” Awardees, EDC staff recommends to the Board approval of an extension of the one-year time limit each “Cash” grantee has to spend grant funding in full. Two of the awardees (J&G Pallets and Trucking, Mama Rita Foods) have experienced significant delays due to issues relating to closing their financing. The third awardee (Coffee &) has spent nearly 70% of grant funding. However, one of the partners in the business has recently had a baby, which has placed some limitations on the business for the immediate future. EDC staff anticipates that six months will be sufficient additional time for the aforementioned grantees to use remaining grant funds.

A resolution approving the recommendation of “Round 5 “Cash” awardees and 6-month extensions for each of the aforementioned Round 1 “Cash” Awardees is attached for the Board’s consideration.

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

On a motion by Mr. Jackson, seconded by Ms. Clayson, Resolution Code EDC 16-10-91-29 was unanimously approved.

Mr. Short advised that he was skipping to the Administrative item on the agenda because of time constraints of one of the Board members, and then will go back to the informational item related to the Motor City Match Program.

## ADMINISTRATION

### EDC Audited Financial Statements and Management Report as of June 30, 2016

Ms. Kanalos advised that copies of the above-referenced materials were distributed under separate cover to each Board member on October 5, 2016. The EDC Finance Committee reviewed the material and recommends formal receipt by the EDC Board.

The attached resolution indicates the Board's formal receipt of the EDC Audited Financial Statements and Management Report as of June 30, 2016, with comparative totals as of June 30, 2015, as prepared by George Johnson and Company, Certified Public Accountants.

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

On a motion by Mr. Stallworth, seconded by Mr. Jackson, Resolution Code EDC 16-09-01-187 was unanimously approved.

## PROJECTS

### Motor City Match Recommendation for Round 5 Building Awards (For Information Only)

Ms. Askew reported that on June 1, 2016, the EDC's Motor City Match program began accepting applications from interested building owners for Round 5 of the Building Application Track ("Round 5"). The Building Application Track is for Detroit 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.

		<b>Awards</b>	<b>Awardees must:</b>
<b>TECHNICAL ASSISTANCE</b>	<b>SPACE</b>	<ul style="list-style-type: none"><li>• Listed as an available property viewable by hundreds of Business Competition candidates.</li><li>• Top 25 scoring buildings will be marketed as a "top destination for new business"</li><li>• Pre-development building assessment</li><li>• Match making with top businesses</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 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></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>FINANCIAL ASSISTANCE</b>	<b>CASH</b>	<ul style="list-style-type: none"> <li>• Up to 10 awardees each round across both the building and business tracks 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>
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When applications closed on July 1, 2016, the EDC had received 81 applications (“Application”) for spaces all across the city of Detroit. An Application refers only to a single tenable space within a property. One property may have submitted multiple Applications and the properties may have previously matched but have lease-able space.

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.
- Conducted a professional building assessment.

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 both by EDC staff and a community review panel organized by City Council district.
- EDC staff and community panel 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 directly from the professional building assessment conducted by PSI as well as 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 eight-two (81) applications considered for Round 5, forty-six (46) applications were deemed ineligible because of condition or compliance. In total,

thirty-six (35) eligible Building Applications were considered for Round 5 awards.

- Twenty-five (25) building applications indicated they had space available for lease. These building owners are recommended to receive “Space” awards to assist with marketing their property and recruiting tenants.

The remaining eligible applicants indicated that they had a tenant secured and no additional space to lease. This makes these applicants eligible for consideration for “Design” or “Cash” awards in partnership with their tenants.

- Based on eligible applications and review of scores, EDC staff recommended the following Round 5 Building Owner Awards:
  - **Space awards.** Twenty-five (25) 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 “Top Property” designation to assist with marketing and tenant recruiting.
  - **Design Awards.** Seven (7) 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. The Motor City Match Committee of the Economic Development Corporation is recommended to approve these seven awards to businesses<sup>2</sup>.

On August 11, 2015 the EDC Board of Directors established a Motor City Match Selection Committee (the “Committee”), consisting of three EDC Board members (Bill Ritsema, Chris Jackson, and Jonathan Quarles) to streamline the selection of technical assistance awardees. The EDC Board of Directors delegated approval authority to the Committee for all Motor City Match awardees for technical assistance in the Building and Business Tracks. Technical assistance awards are provided directly by the EDC through its staff, consultants, or contractors. No direct financial assistance is provided.

On September 30, 2016, the Motor City Match Selection Committee accepted the current results of the Round 5 Building Application evaluation process, confirming the Applications that have been awarded “Space” and “Design” awards, as set forth on Exhibits A and B.

This item was for information only and no Board action was taken.

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<sup>2</sup> The “Design” award provides construction drawings for building improvements needed to accommodate the business (whether that business owns or leases the property). Therefore, this award is issued to the business. In the event that the landlord is contributing to tenant improvements, building owners may also benefit from “Design” award architectural services, therefore they are listed here for EDC Motor City Match Committee consideration.

**OTHER MATTERS**

**PUBLIC COMMENT**

**ADJOURNMENT**

With there being no other business to come before the Board, Mr. Short adjourned the Regular meeting at 8:54 a.m.



**APPROVAL OF MINUTES OF AUGUST 23, 2016 MEETING**

RESOLVED, that the minutes of the Regular meeting of August 23, 2016 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.

October 25, 2016



**ACCEPTANCE OF TREASURER'S REPORT FOR AUGUST 2016**

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending August 31, 2016, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

October 25, 2016



**ACCEPTANCE OF TREASURER'S REPORT FOR SEPTEMBER 2016**

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending September 30, 2016, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

October 25, 2016



**MOTOR CITY MATCH: ROUND 5 BUSINESS AWARDS**

WHEREAS, EDC staff has completed due diligence and evaluation for applications ("Applications) in the fifth round ("Round 5") of the Motor City Match Business Application Track; and

WHEREAS, on August 11, 2015, the EDC Board of Directors adopted a resolution establishing a Motor City Match Committee (the "Committee") and delegating authority to such Committee for the approval of all technical assistance awards and recommendation of grantees to the EDC Board of Directors in the Building and Business Tracks of the Motor City Match Program; and

WHEREAS, on September 30, 2016, the Committee, through the delegation of authority approved by the EDC Board of Directors, approved the EDC Staff ("Staff") recommendations for business applicants to receive technical assistance in the "Business Plan" award track attached hereto as Exhibit A.; and

WHEREAS, on September 30, 2016, the Committee, through the delegation of authority approved by the EDC Board of Directors, approved the Staff recommendations for business applicants to receive technical assistance in the "Space" award track attached hereto as Exhibit B; and

WHEREAS, on September 30, 2016, the Committee, through the delegation of authority approved by the EDC Board of Directors, approved the Staff recommendations for business applicants to receive technical assistance in the "Design" award track attached hereto as Exhibit C; and

WHEREAS, on September 30, 2016, the Committee, through the delegation of authority approved by the EDC Board of Directors, approved a recommendation to the EDC Board of Directors of the approval of the "Cash" grant awards that were recommended by Staff, attached hereto as Exhibit D.

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

WHEREAS, EDC staff has recommended, and the Board of Directors has determined it to be reasonable and consistent with the Motor City Match program, to grant 6-month extensions to each of the following Round 1 "Cash" Awardees: J&G Pallets and Trucking, Mama Rita Foods, and Coffee & ( ).

NOW, THEREFORE BE IT RESOLVED, that the EDC Board of Directors hereby approves of the "Cash" grant awards attached hereto as Exhibit D.

BE IT FURTHER RESOLVED, that the Board of Directors hereby approves 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, and that in such cases, Staff would have the authority to recommend more than \$500,000 in "Cash" awards in future rounds, subject to approval and recommendation of the Board.

BE IT FURTHER RESOLVED, that the Board of Directors hereby approves six month extension for each of the following previously approved awardees: J&G Pallets and Trucking, Inc., Coffee & ( ), and Mama Rita Foods, so that the one-year time limit "Cash" awardees have to make full use of grant funds.

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.

October 25, 2016



**Exhibit A**  
**Recommended "Business Plan" Awardees**

1. B Xchange	Black Business Activism
2. aRT Ain't Flat No Mo LLC	Commercialized Fine aRT in 5 Genres
3. Detroit Mama Hub	Education/Wellness Center for New Moms/Families
4. Going Pro LLC dba The Pro Shop	Sports and Convenience Mart
5. Beta Bar & Bistro	Food Incubator and Research Institution
6. Children Investment CDC Council	Metal Springs Youth Manufacturing Company
7. The Kid Network	Infants, Toddlers, Preschool, Pre-K, Latchkey (Before & After School)
8. Detroit Girl School of Etiquette	Etiquette School for Detroit Youth
9. Healthylivnathome	Provide health advice & care at home
10. LETC Triage, LLC	Manufacturing support through containment services/inspection.
11. LatinDragon Graphics	Professional signs, graphics, branding, logos and art services
12. Chad Wentzel Made	Lighting and Design Object Production
13. Eternal Royalty Career Shadowing Company	Career shadowing company for youth.
14. The Four-Star Gig Team (Subsidiary of H. Jackson Business Service, Inc.)	Business/Career Support/Development Services
15. Gee Wheels Transportation Service LLC	Non-medical emergency transportation service
16. Mind, Body N Soul	A coffee shop and boutique
17. Urban Intima Inc.	Online retailer intimate apparel & loungewear
18. Kings Loving Hands Adult Care Home, LLC	Community Partners Supporting our Homeless
19. Universal Game Masters LLC	Video gaming for social entertainment, competitive e-games, parties and other community events
20. Privileged LLC	Clothing and Sneaker Boutique
21. Tech Refresh LLC	Multi-touch screen Internet cafe
22. NMP Tax and Accounting Services	Providing Accounting and Tax Services
23. Spin City	Skating, bicycling, go-kart arena/park
24. Homeless Ambitions	Real Estate and Housing
25. <b>Breezin' Concessions, LLC DBA Jetta's Gourmet Popcorn</b>	Prepackaged flavored gourmet popcorn
26. GRAFFIO	Graffiti Park and Museum
27. Integrated Wellness	Holistic Wellness Center
28. K&Js' Tax Service	Income Tax Service
29. Pat's Care Away From Home 7 LLC	A Child Care Center
30. Lee-Way Transport	Furniture and Auto Transporter
31. Queen's Butterflies	Health Care Provider
32. Black Rose LLC.	Black Rose Eyewear and Apparel
33. Ash on the Ave	Premium cigar lounge and bar.
34. Daph's Party Supplies and More.	Birthday party supplies and characters.
35. Big Mixx	It is a Mobile food truck
36. The Sweet Suite	Confection store
37. Splashing Colors	Recreational business.
38. Brett's Way Out	Afrocentric jewelry, clothes, and gifts.
39. Aspire Detroit	One Stop Shop for Artists

40. Mpac Detroit, LLC	Textile Manufacturing & Light Industrial
41. Double Promoted Developmental Center	A Child Care Center
42. Solution Brown College Preparation Services	College preparation and career path consulting
43. Slice of Liquor	Liquor Laced cakes
44. Chandice's Catering	Food service /catering
45. The Ivy League, LLC.	Financial coaching for the community
46. 3 Brothers Auto	Auto repair
47. Unregistered	Landscaping the City of Detroit
48. MBS	Spiritual healing through Exercise & meditation
49. Legacy's Loft L3C	Community Arts Cafe and Specialized Eatery
50. Mind of Peace	Natural Body Products

**Exhibit B**  
**Recommended "Space" Awardees**

1. MAC Gardens LLC	Environmentally friendly horticulture
2. Ingenuity College Preparatory Inst.	Life, Career, & College Preparatory Services
3. EV Anywhere	Electric Vehicle Charging infrastructure
4. Core Building Services Inc.	Construction, renovation, maker, renew, employer, craftsman, recycler
5. Fit4Life Health and Fitness LLC	"Whole" Person Health and Fitness
6. Detroit Cycling Studio	Indoor Cycling Fitness Studio
7. Action Baby Carriers	Baby carrier manufacturer
8. Front Line Quality Inc	Supplier Quality Provider for Automotive
9. Rolais' Caribbean Baking Co	Caribbean inspired retail / wholesale bakery
10. Blackwood Credit Services	Credit, financial & small business Literacy
11. Advanced Mixology L.L.C	Training facility for students to become certified bartenders & servers. We provide job placement assistance, staffing solutions, bar consultation, retail bar supplies and bartending appeal and accessories.
12. NDLXpress, LLC.	We provide expedited shipping services.
13. Peace Meal Kitchen L3C	Food for cross-cultural awareness
14. Detroit Sign Factory	Custom sign manufacturer
15. Izzie Logistics & Distribution	Solution to Tire Blight issues.
16. Nikki's Ginger Tea	Ready to drink beverage company
17. Affordable Abatement & Inspections	Asbestos inspection, abatement & monitoring
18. Detroit Grill King	Barbecue grill fabricator
19. Freedom Living Home Care LLC	In Home Care for Elderly & Veterans
20. Shears And Shaving LLC	Master Barber Service
21. Visions In Action	Child and Family Counseling Business
22. Simple Elegance Wedding & Event Planning	Wedding & Event Planning
23. The Teatroiter LLC	Good For You Tea Company
24. Detroit's Potato Lady	Fast Casual American Food
25. Aaron's Estate Sales	Estate Sales / Estate Liquidation

**Exhibit C**  
**Recommended "Design" Awardees**

1. Chene Street Grocers	Local Farm Grocer and Diner
2. Terri's Cakes Detroit	A Boutique Specialty Bakery
3. Singing Tree Garden	Natural Resources Management
4. O'Neal Contracting Group, LLC	Commercial Construction - Carpentry
5. What Up Dough™	Frozen Cookie Dough and Icebergers™
6. The Natural Market	Handmade Bath, Body, & Home Essentials
7. Revive My Skin	Premiere Innovative Skin Care Boutique

**Exhibit D**  
**Recommended “Cash” Awardees**

**1. The N’Namdi Center for Contemporary Art. Recommended investment grant of \$80,000.**

The N’Namdi Center for Contemporary Art presents diverse, multi-disciplinary art experiences and serves to promote and perpetuate the cultural legacy of African-American and African diasporic art. Owner George N’Namdi is seeking to open a second location at 4230 Grand River Ave that will include an art incubator, co-working space, gallery and educational platform that connects creatives to unconventional business opportunities and cultivates the establishment of new small businesses. There are currently 3 retail spaces lined up to fill the new center including a gallery by a Chicago curator, a photography studio and production company.

Total investment for this project is \$215,445. The owners have invested approximately \$63,500 in equity, leaving a gap of \$151,945. A recommended grant of \$80,000 will be used to execute construction, activate the arts incubator, co-working space and real galleries. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$71,945. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

**2. The Wise Decision. Recommended investment grant of \$65,000.**

The Wise Decision is a full-service health and fitness business that offers customized fitness training, nutrition and weight management counseling including healthy cooking classes, and corrective exercise clinics designed to reduce common injuries. Sterling Wise, a certified personal trainer and fitness professional for nine years, and spouse Kamelia Wise, a Doctor of Physical Therapy, have owned The Wise Decision for seven years. They are seeking to open a new location at 7640 Kercheval to improve the quality of life for Detroiters

Total investment for this project is \$220,000. The owners have invested approximately \$155,000 in equity and debt, leaving a gap of \$65,000. A recommended grant of \$65,000 will be used to complete renovations, purchase equipment and fund a marketing campaign. The business has already secured financing in partnership with Motor City Match lending partners. The grant award is contingent upon completion of all due diligence requirements necessary for building and business compliance.

**3. Plum Health Direct Primary Care. Recommended investment grant of \$50,000.**

Plum Health Direct Primary Care is a new business that will provide an alternative to the traditional fee-for-service model. Direct Primary Care emphasizes wellness, prevention, communication and personalized patient relationships to create the best health outcomes possible. For a monthly fee, members receive primary health care services that are tailored to their individual needs – including annual check-ups, urgent care services as

well as direct and unrestricted access to their doctor through call, text, email or in-person visits. The business will locate at 607 Shelby.

Total investment for this project is \$105,150. The owners have invested approximately \$10,000 in equity, leaving a gap of \$95,150. A recommended grant of \$50,000 will be used for buildout costs as well as expenses of starting and operating the business. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$45,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

#### **4. The Kenilworth Club. Recommended investment grant of \$50,000.**

The Kenilworth Club is a neighborhood restaurant and bar that includes a food incubator and restaurant accelerator, seeking to open at 9425 John R. The restaurant, serving New Orleans inspired cuisine with a West African twist, includes a true farm-to-table model using ingredients cultivated from a 1.5-acre community urban agriculture garden located directly behind the space. The commercial kitchen space will also be used to host private events, community gatherings and pop-up chefs that will comprise 20% of the restaurant's menu.

The concept offers an evolving culinary enterprise that lives, breathes, and changes according to what's in season, dishes dreamed by up-and-coming chefs and feedback on what neighbors crave.

Total investment for this project is \$172,000. The owners have invested approximately \$20,000 in equity, leaving a gap of \$152,000. A recommended grant of \$50,000 will be used for construction, kitchen and bar buildout and equipment. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$102,000.

The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

#### **5. Social Sushi. Recommended investment grant of \$45,000.**

Social Sushi is a social collision lounge with Japanese cuisine. In addition to fresh, quality food, the restaurant creates a space for strangers to feel open to connect with other people. By hiring young people, returning citizens, and local creatives, the business wants their combined passion to be an element of the space. They also plan to support local business from ingredients to design and create physical access to a one of a kind gathering space. The business will locate at 16647 Livernois, next to Live6, in a previous Motor City Match winner's space and across the street from University of Detroit Mercy.

Total investment for this project is \$110,000. The owners have invested approximately \$30,000 in equity, leaving a gap of \$80,000. A recommended grant of \$45,000 will be used for kitchen and bar construction, commercial kitchen equipment and seating. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$35,000. The grant award is contingent upon securing the necessary

funding for the project and completion of all due diligence requirements necessary for building and business compliance.

**6. The Detroit Marshmallow Company. Recommended investment grant of \$10,000.**

The Detroit Marshmallow Company produces gluten-free marshmallows currently sold at Eastern Market and other local food markets. They are seeking to open a production facility at 17215 Mack Ave that aims to be the only dedicated gluten-free kitchen in the city. The kitchen will also be shared with other local small batch producers.

Total investment for this project is \$20,839. The owners have invested approximately \$2,750 in equity, leaving a gap of \$18,089. A recommended grant of \$10,000 will be used for building upgrades, kitchen equipment, working capital and facade improvements. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$8,089. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.



**ADMINISTRATION: EDC AUDITED FINANCIAL STATEMENTS AND MANAGEMENT REPORT AS OF JUNE 30, 2016**

RESOLVED, THAT THE Board of Directors of the Economic Development Corporation (the "EDC") hereby receives the EDC Audited Financial Statements and Management Report as of June 30, 2016, with comparative totals as of June 30, 2015, as prepared by George Johnson and Company, Certified Public Accountants.

October 25, 2016