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)
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 15th, 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
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 8th, 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:
<table>
<thead>
<tr>
<th>Awardee</th>
<th>Round</th>
<th>Original Location</th>
<th>New Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loose Massage Therapy Plus LLC</td>
<td>6</td>
<td>19323 Livernois, Detroit, MI 48221 (Avenue of Fashion, District 2)</td>
<td>17320 Livernois, Detroit, MI 48221 (Avenue of Fashion, District 2)</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Business Name</th>
<th>Business Owner</th>
<th>Short Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Little Blessings Learning House</td>
<td>Dechelle Reed</td>
<td>Childcare services</td>
</tr>
<tr>
<td>AZA Beverages</td>
<td>Atemnkeng Atabong</td>
<td>Organic hibiscus tea using local ingredients infused with Egyptian hibiscus</td>
</tr>
<tr>
<td>Bamboo Beauty, LLC</td>
<td>Tianna James</td>
<td>Beauty and wellness retail products</td>
</tr>
<tr>
<td>Black Diamond Beauty Supply Co. LLC</td>
<td>Jessica Kwalli</td>
<td>Beauty supply selling retail products</td>
</tr>
<tr>
<td>Boblife Films Company llc</td>
<td>Terrence Gause</td>
<td>Filming events, marketing/advertising and audio engineering</td>
</tr>
<tr>
<td>Braids by Briiee llc</td>
<td>Briana Wynn</td>
<td>Service women and men in the hair industry</td>
</tr>
<tr>
<td>Byron D. Brooks Enterprise LLC</td>
<td>Byron Brooks</td>
<td>Audio-Engineering, consulting, and community development.</td>
</tr>
<tr>
<td>Canvas On Scene</td>
<td>Kaleena Richardson</td>
<td>Painting parties on location or DIY</td>
</tr>
<tr>
<td>Cascade and Monroe</td>
<td>Tamiko Phillips</td>
<td>Food and Catering</td>
</tr>
<tr>
<td>Consistent Health and Wellness</td>
<td>IzJayna Thomas</td>
<td>Provide 24 hour vegan food</td>
</tr>
<tr>
<td>ForHerCosmetics</td>
<td>Alyssa Space</td>
<td>ForHerCosmetics STEM based natural cosmetics</td>
</tr>
<tr>
<td>J. McCray Style LLC</td>
<td>Jennifer McCray</td>
<td>Retailer selling fashion and accessories</td>
</tr>
<tr>
<td>Joy of Nails LLC</td>
<td>Joy Robinson</td>
<td>Nails, pedicures supplies and training</td>
</tr>
<tr>
<td>Luffy's Kitchen</td>
<td>Funlola Ibironke</td>
<td>Serving authentic Nigerian food</td>
</tr>
<tr>
<td>Mahatma Candles LLC</td>
<td>Kyresha Coston</td>
<td>Handcrafting bath, body, &amp; home goods</td>
</tr>
<tr>
<td>My Secret Boutique (Robin Renee Detroit)</td>
<td>Robin Anthony</td>
<td>Make and sell handcrafted leather products</td>
</tr>
<tr>
<td>Our Party Could Be Your Life (dba Haute to Death)</td>
<td>Ashley Nowak-Dones</td>
<td>Live arts and music venue</td>
</tr>
<tr>
<td>Premier Contractors of Michigan, LLC</td>
<td>Cheryl Vincent</td>
<td>Repair, and restoration of properties</td>
</tr>
<tr>
<td>Company Name</td>
<td>Owner</td>
<td>Description</td>
</tr>
<tr>
<td>--------------------------------------</td>
<td>---------------------------</td>
<td>--------------------------------------------------------------------</td>
</tr>
<tr>
<td>SMC Collections LLC</td>
<td>Shareem Jones</td>
<td>Lingerie company</td>
</tr>
<tr>
<td>Sunny Solutions LLC</td>
<td>Frederick Warren</td>
<td>Solar consultation engineering and performance</td>
</tr>
<tr>
<td></td>
<td>Carlock The Second</td>
<td></td>
</tr>
<tr>
<td>Tasty Fixin's Catering LLC</td>
<td>Carla Mason</td>
<td>Kitchen servicing new &amp; existing food trucks</td>
</tr>
<tr>
<td>Tha Eccentric Style LLC</td>
<td>Destiny Stallworth</td>
<td>Hair Salon up-keeping local customers hairstyles</td>
</tr>
<tr>
<td>The Bag Lady Detroit</td>
<td>Taylor Hill</td>
<td>Restaurant serving seafood</td>
</tr>
<tr>
<td>V&amp; L's Soul Food Restaurant</td>
<td>Veronica Lymon</td>
<td>Catering Company selling food and desserts</td>
</tr>
<tr>
<td>Thumbprint Fulfillment</td>
<td>Becky Riess</td>
<td>Warehouse, distribution and fulfillment center for global goods</td>
</tr>
</tbody>
</table>
## Exhibit C
**Recommended “Design” Awardees**

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