



**ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
TUESDAY, FEBRUARY 22, 2022 – 9:00 A.M.**

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

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

SPECIAL DIRECTORS PRESENT: None

SPECIAL DIRECTORS ABSENT: None

OTHERS PRESENT: Cora Capler (DEGC/EDC)
LaTosha Franklin (DEGC/EDC)
Oren Goldenberg (Life is a Dreamtroit, LLC)
Malinda Jensen (DEGC/EDC)
Kaci Jackson (DEGC/EDC)
Kevin Johnson (DEGC/EDC)
Paul Kako (DEGC/EDC)
Jennifer Kanalos (DEGC/EDC)
Glen Long, Jr. (DEGC/EDC)
Drew Lucco (DEGC/EDC)
Matt Naimi (Life is a Dreamtroit, LLC)
Rebecca Navin (DEGC/EDC)
Madison Schillig (DEGC/EDC)
Lexi Shaw (DEGC/EDC)
Kelly Shovan (DEGC/EDC)
Mike Vierегge (Invest Detroit)



**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
DETROIT ECONOMIC GROWTH CORPORATION
500 GRISWOLD, SUITE 2200
FEBRUARY 22, 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 9:04 a.m. Roll call was conducted, and a quorum was established.

Approval of Minutes

Ms. Forte asked if there were any additions, deletions, or corrections to the minutes of the January 25, 2022 regular Board meeting. Hearing none, Ms. Forte called for a motion.

Ms. Bruhn made a motion approving the minutes of the January 25, 2022 regular Board meeting, as written. Mr. Hodge seconded the motion. All were in favor with none opposed. EDC Resolution Code 22-02-02-357 was unanimously approved.

Receipt of Treasurer's Reports

Ms. Shovan reviewed the Treasurer's Report of Receipts and Disbursements for the month of January 2022. With there being no questions, Ms. Forte called for a motion.

Ms. Clayson made a motion to approve the January 2022 Treasurer's Report, as written. Mr. Hodge seconded the motion. All were in favor with none opposed. EDC Resolution Code 22-02-03-271 was unanimously approved.

PROJECTS

Proposed EDC Loan Fund Request for Life is a Dreamtroit, LLC

Ms. Jackson presented the Proposed EDC Loan Fund Request for Life is a Dreamtroit, LLC.

Life Is A Dreamtroit, LLC (the "Developer") is a Detroit-based development company that is comprised of Matt Naimi and Oren Goldenberg. Matt Naimi is the founder and owner of Recycle Here!, Green Living Spaces and Lincoln St. Art Park. Oren Goldenberg is a filmmaker and is the owner of Cass Corridor Films. Each have called Detroit home for over 15 years. The Development team is seeking to redevelop 1331 Holden St. into a mixed-use development consisting of 81 residential units; 36,000 sf of commercial/retail space, and approximately 100,000 sf of programmed public space. The residential units will be primarily marketed to artists desiring to reside in the City of Detroit and the Developer has executed lease agreements for the retail/commercial spaces with Recycle Here!, Make Art Work, TXL Adventures, MABABA LLC. (*Marble Bar*), and Cass Corridor Films.



This project began construction in Q1 2021 with a redevelopment budget of \$32.3M. However, the project has since experienced a budget shortfall in the amount of \$1.7M, which is directly attributed to unforeseen structural damages, coupled with the rising costs of materials and unexpected consequences of the COVID-19 pandemic. In order to complete the construction and to fill the financing gap created by the aforementioned events, the Developer is seeking a \$500,000 loan (“Loan”) from the Economic Development Corporation (“EDC”). The remaining funds to address the financing gap are a \$500,000 Housing Trust Fund grant from the City of Detroit, a \$500,000 increase from the MSF Michigan Community Revitalization Program and a \$200,000 loan from Invest Detroit. The Loan will fund construction or other costs incurred for the Project, an exact list of which will be agreed between EDC staff and Borrower.

The Construction Manager selected by the developer is MIG, a minority-owned, Detroit-based construction management firm. Additionally, Detroit-based, Kramer Design Group has been selected as the lead design and architect. The developer initially targeted a 18-month construction timeline, which would have delivered completed units to market in Q3 2022. However, due to project delays, the Developer anticipates a completed product in Q3 2023. Upon completion, the Project will produce 81 - mixed income residential units, comprised of studios, 1 bedroom and 2-bedroom units. Unit sizes will range from 282 sf to 990 sf, with 57 units having rental rates falling between 40% to 80% Area Median Income (*studios \$600 - \$900; 1-bedroom \$1,100 - \$1,400; 2 bedroom – \$1,875*). The development will preserve and remediate the Original Lincoln Motor Factory, provide 1 acre of public spaces accessible 24 hours a day, provide a recycling center for Detroiters, a 15,000 sf outdoor venue, and a home for Detroit creatives. The Project will create 46 skilled labor construction jobs and it is anticipated the project will employ 1 FTE.

Project financing is provided by Capital Impact and IFF, Invest Detroit, Michigan Strategic Fund’s (“MSF”) Michigan Community Revitalization Program funds, Affordable Housing Leverage funding and sponsor equity. In addition, the Project utilizes Brownfield TIF, a PA 210 and NEZ abatement, historic tax credit and new market tax credit financing.

To facilitate the development of the Project and to assist in filling the \$1.7M financing gap, the Developer is seeking the Loan from the EDC. Due to the timing needs of the Project, in the event that EDC is unable to close on the Loan in the timeframe required by the Project, the Loan will be made by Invest Detroit and assigned to EDC following the satisfaction of all EDC approvals and conditions.

Below were the Loan terms and sources and uses:

Borrower Name:	Life Is A Dreamtroit, LLC.
Borrower Location:	1331 Holden St., Detroit, MI 48201
Request:	\$500,000
Rate:	3%
Term:	84 months, amortized over 25 years



- Repayment:** Interest payments deferred for the first 24 months, followed by 24 months of interest only payments. Deferred interest will be treated as capitalized interest and added to principal balance at the start of the 5th year. Principal and interest payments are due each month through maturity starting at year 5.
- Security:** Subordinated Lien position on all business assets, Assignment of Leases and Rents, Subordinated Mortgage on the Property. EDC's security interest will be subordinated to that of the senior lender and pari passu with the MEDC and Invest Detroit.
- Guaranty:** Personal Guaranty of Matthew Naimi and Oren Goldenberg, in which EDC will be subordinated to senior lender.
- Eligible Uses:** Site improvements, construction, acquisition of Property, and/or purchase of FFE.
- Disbursement:** The Loan will be funded through multiple disbursements following closing.
- Conditions:** Satisfactory review and acceptance of standard due diligence items. Binding commitments for all project loans. Execution of mutually agreeable loan documents. Borrower will provide itemized schedule and use of funds. Issuance of a Loan Policy of Title Insurance at closing.

SOURCES AND USES

	Cost	%
Sources		
Senior Loan - IFF and CIP	\$ 3,839,632.00	
Subordinated Debt	\$ 3,302,411.00	10%
NMTC QLICI Loans	\$ 15,827,000.00	
Equity	\$ 7,651,027.00	22%
Investor Equity Bridge (NMTC)	\$ 3,412,500.00	10%
Total Sources	\$ 34,032,570.00	42%
Use of Funds		
Land Acquisition	\$ 3,850,000.00	17%
Hard Costs		
Site Improvements (ROW, landscaping, fencing, site lighting, drainage, utilities)	\$ 225,448.00	1%
Demolition	\$ 939,841.00	4%
Structures	\$ 12,390,954.00	55%



Earthwork	\$ 1,516,742.00	7%
Builder Overhead/Profit/General Requirements/Temp Facilities	\$ 1,642,228.00	7%
Permits/Tap Fees/Bond/Bost Certification	\$ 311,256.00	1%
Construction Contingency	\$ 1,749,933.00	8%
Subtotal Hard Costs	\$ 22,626,402.00	66%
 Soft Costs		
Architectural & Engineering	\$ 811,196.00	2%
Loan Fees	\$ 1,513,682.00	4%
Construction Interest, Taxes, and Insurance	\$ 1,099,378.00	3%
Title Work	\$ 20,000.00	0%
Operating Reserves	\$ 2,106,236.00	6%
Soft Cost Contingency	\$ 200,000.00	1%
Developer Fee	\$ 208,144.00	1%
Subtotal Soft Costs	\$ 5,958,636.00	18%
 Return of Capital - Borrower Equity	 \$ 1,620,000.00	 5%
Repayment of Senior Direct Loan	\$ 2,053,835.00	6%
Repayment of HTC Bridge	\$ 1,773,697.00	5%
Subtotal	\$ 5,447,532.00	16%
 TOTAL DEVELOPMENT COSTS	 \$ 34,032,570.00	 100%

The EDC Finance Committee recommended the approval of the proposed Loan to the EDC Board of Directors and EDC recommended approval of the Loan consistent with the terms noted above.

A resolution was attached for the Board's consideration.

Ms. Forte asked if there were other comments/questions.

Noting the rising cost of construction and inflation over time, Board member Hodge asked if the price contracts for the project were insulated against those factors. Mr. Goldenberg responded that Life is a Dreamtroit, LLC has a very good GMP with the construction company so it's a guaranteed maximum price.



Mr. Brown asked if the GMP were to change for some reason, then would the scope of work need to be changed. Mr. Goldenberg responded yes.

Hearing no further questions, the Board took the following action:

Mr. Brown made a motion to approve the EDC Loan Fund Request to Life is a Dreamtroit, LLC, as presented. Ms. Clayson seconded the motion. All were in favor with none opposed.

EDC Resolution Code 22-02-84-14 was unanimously approved.

Motor City Match Request to Approve Technical Service Providers

Mr. Lucco presented the Motor City Match Request to Approve Technical Service Providers to the Board.

In 2015, the Economic Development Corporation of the City of Detroit (“EDC”) launched the Motor City Match Program (the “Program” or “Motor City Match”). On June 29, 2021, the EDC authorized the execution of contracts with the City of Detroit to accept funding for the second phase of the Program. A key part of the program is the provision of business services through technical assistance awards in the Plan, Develop, and Design Tracks.

Technical Assistance Awards

Motor City Match technical assistance awards provide eligible awardees with business services, access to classes and workshops, and one-on-one consultation including, but not limited to, business planning, financial management and design assistance. 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.**

Procurement of Service Providers

Motor City Match utilizes qualified service providers to offer vital business services to awardees. The process for determining qualified service providers was laid out in two open requests for qualifications (RFQs) soliciting qualified providers in the listed categories:

- Small Business Technical Assistance Services Request for Qualifications (Technical Assistance RFQ)
 - Legal Services
 - Accounting and Financial Planning Services
 - Marketing and Branding Services
 - Business Planning and Business Consulting Services
 - Interior Design and Merchandising Consulting Services
 - Technology Services
 - Pre-construction and Project Management Services



- Small Business Technical Assistance Services Request for Qualifications: Architectural Design & Engineering (Design RFQ)
 - Architecture and design services – all phases
 - Building condition assessments
 - Feasibility Analysis
 - Permitting and zoning review
 - Project estimates
 - Project management
 - Building permitting
 - Construction administration
 - Energy Efficiency / Green Building Practices

Both RFQs opened on December 3, 2021 and closed on January 7, 2022. Motor City Match advertised the opening of the RFQs in the Michigan Chronicle beginning on December 1, 2021. Additionally, advertisements for the RFQs were presented on the websites of the DEGC, www.degc.org, Detroit Means Business, www.detroitmeansbusiness.org, and Motor City Match, www.motorcitymatch.com. Privately, Motor City Match staff sent email notices of the posting of the RFQs to over 100 business service organizations, neighborhood service organizations, past technical assistance providers, and institutional partners.

Provider Selection

Criteria for selection of TA Providers will be based on qualifications, experience, capacity, ability to execute contract, ability to service Detroit-local small businesses and compliance with federal regulations.

Submissions to the Technical Assistance RFQ were reviewed and scored according to the following criteria:

- Qualifications and Experience 30 Points
- Capacity to execute services 30 Points
- Clarity of scopes of service 30 Points

The minimum score to be selected as a TA Provider was 60 points. Program staff scored applications using the above selection criteria before final review by Program management. Qualification as a TA Provider was also subject to a final due diligence review, which included a TA Provider's ability to comply with applicable federal funding guidelines.

Submissions to the Design RFQ were reviewed and scored according to the following criteria:

- Qualifications and Experience 45 Points
- Capacity to Complete MCM Projects 45 Points

The minimum score to be selected as a Design Provider was 60 points. Program staff scored applications using the above selection criteria before final review by Program management. Qualification as a Design Provider was also subject to a final due diligence



review, which included a TA Provider's ability to comply with applicable federal funding guidelines.

A total of 62 submissions were received in response to the Requests for Proposals. The Technical Assistance RFQ received 38 submissions, 30 of those submissions scored high enough to qualify as a Technical Assistance Service Provider. Of the submissions that scored high enough to qualify, MCM staff is recommending 29 for approval as Technical Assistance Service Provider – 56% of recommended providers are Detroit based, 85% are minority-owned firms, and 81% are women-owned firms. Recommended Technical Assistance Service Providers are listed in **Exhibit A**.

The Design RFQ received 24 submissions and 21 submissions of those submissions scored high enough to qualify as a Design Services Provider. Of the submissions that scored high enough to qualify, MCM staff is recommending 20 for approval as a Design Service Provider – 78% of recommended providers are Detroit based, 56% are minority-owned firms, and 44% are women-owned firms. Recommended Design Services Providers are listed in **Exhibit B**.

Service Provision

The EDC will enter into contracts with qualified Technical Assistance Service Providers and Design Service Providers upon completion of due diligence that includes verification of required business registration, tax clearances, and insurance coverages. Due diligence must be complete and contracts fully executed prior to the approval of any service requests.

Approved Technical Assistance and Design Service Providers will provide program staff with a summary profile and the scopes of available services to be shared with awardees via an online database in the Submittable application portal. Awardees will select providers and services that match the goals of their business set out in their Motor City Match applications and refined in consultation with Motor City Match staff via the online database and submit a request for approval of services to Motor City Match staff. Upon approval of services, a notice to proceed with service provision will be sent to both the awardee and service provider. Upon completion of services, service providers will submit a completed invoice and awardees will submit a review of services to program staff. Payment will be issued directly to the service provider after all forms are reviewed and approved by MCM Staff.

A resolution approving the staff's recommendation of qualified Technical Assistance Service Providers and Design Service Providers was attached for the Board's consideration.

Ms. Forte asked if there were any questions.

Board member Bruhn inquired as to how the service provider is matched to the awardee. Mr. Lucco responded that the technical service documents completed by an awardee are broken into specific service categories so when a question is asked about a business plan, for example, there is an attempt to have a diagnostic outcome. Mr. Lucco further explained that if there is a section in the plan of work that an awardee cannot answer adequately, that can lead to request a service provider.



Ms. Bruhn asked if staff selects the service provider. Mr. Lucco responded that it is the awardee, looking at the set of goals and services provided, who selects the service provider.

Board member Brown asked Mr. Lucco to discuss the challenges in terms of businesses opening and continuing to stay open. Mr. Lucco responded that broadly the biggest challenges are access to funding and being capital ready. We service a board range of entrepreneurs and we have to ensure that the business has the appropriate business model for the space that the business owner is trying to lease. Many business owners are in the early stages and need to be fully aware of what they are getting into to avoid taking on too much debt.

Mr. Brown asked how the technical service providers address the issues with funding and a business plan. Mr. Lucco explained that diagnostic documents allow the business owners to understand the things that they need, needs that are commonly seen as necessary to move to the next stage and that the technical service provider pool is categorized to meet those needs. Mr. Lucco added that what Motor City Match is attempting to do is work with more specifically around what exactly is provided to the awardees, to make everything goal based and realizable.

Mr. Brown asked whether it's awardees or in the technical service providers, if there is space to look at humility in terms of things that are awarded. Mr. Lucco responded that in terms of communications, it begins with business planning, that is as deep as it gets but that professionalism is addressed. Mr. Brown responded that it is important to have the room to say "this program is not for you" in order to make sure that the investment is appropriate.

Board member Osei asked that if the awardee receives up to \$50K, are the services broken out by cost per service and is it pre-determined how much the technical service providers will get per project. Mr. Lucco answered that staff is working right now to define the scope of services and the rates. Mr. Lucco explained that there will be a master contract that will explain the services and the hourly rate. Mr. Osei asked if the master contract can be shared once its developed. Mr. Lucco responded yes.

Hearing none, the Board took the following action:

Mr. Osei made a motion to approve the Motor City Match Request to Approved Technical Service Providers, as amended. Mr. Brown seconded the motion. All were in favor with none opposed.

EDC Resolution Code 22-01-91-122 was unanimously approved, as amended.

ADMINISTRATION

None.

OTHER MATTERS

None.

PUBLIC COMMENT



None.

ADJOURNMENT

On a motion by Mr. Hodge, Ms. Forte adjourned the meeting at 9:32 a.m.



CODE EDC 22-02-02-357

APPROVAL OF MINUTES OF JANUARY 25, 2022 REGULAR MEETING

RESOLVED, that the minutes of the Regular meeting of January 25, 2022 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.

February 22, 2022



CODE EDC 22-02-03-272

RECEIPT OF TREASURER'S REPORT FOR JANUARY 2022

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending January 31, 2022, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

February 22, 2022



CODE EDC 22-02-84-14

PROPOSED EDC LOAN FUND LOAN REQUEST FOR LIFE IS A DREAMTROI, LLC

WHEREAS, Life Is A Dreamtroit, LLC (the “Developer”) seeks to redevelop the property located at 1331 Holden St. into a mixed-use development consisting of 81 residential units; 36,000 sf of commercial/retail space, and approximately 100,000 sf of programmed public space (the “Project”); and

WHEREAS, to facilitate the development of the Project, the Borrower is seeking a loan from the Economic Development Corporation of the City of Detroit (“EDC”) in the amount of \$500,000.00 (the “Loan”); and

WHEREAS, EDC staff has reviewed the Borrower’s financial documentation and proposes the following terms and conditions for the Loan to the Borrower:

Loan Amount:	\$500,000.00
Interest Rate:	3%
Term	84 months, amortized over 25 years
Repayment:	Interest payments deferred for the first 24 months, followed by 24 months of interest only payments. Deferred interest will be treated as capitalized interest and added to principal balance at the start of the 5th year. Principal and interest payments are due each month through maturity starting at year 5.
Security:	Subordinated Lien position on all business assets, Assignment of Leases and Rents, Subordinated Mortgage on the Property. EDC’s security interest will be subordinated to that of the senior lender and pari passu with the MEDC and Invest Detroit.
Guaranty:	Personal Guaranty of Matthew Naimi and Oren Goldenberg, in which EDC will be subordinated to senior lender.
Eligible Uses:	Site improvements, construction, acquisition of Property, and/or purchase of FFE.
Disbursement:	The Loan will be funded through multiple disbursements following closing.
Conditions:	Satisfactory review and acceptance of standard due diligence items. Binding commitments for all project loans. Execution of mutually agreeable loan documents. Borrower will provide itemized schedule and use of funds. Issuance of a Loan Policy of Title Insurance at closing.

; and

WHEREAS, in the event that EDC is unable to close on the Loan in the timeframe required by the Project, EDC staff has proposed that the Loan will be made by Invest Detroit and assigned to EDC following the satisfaction of all EDC approvals and conditions.



WHEREAS, EDC staff presented the Loan terms to the EDC Finance Committee which recommends the approval of the Loan in accordance with the terms stated herein; and

WHEREAS, the EDC Board of Directors has considered the proposed Loan and determined that the Loan, as proposed, is consistent with the EDC's goal of administering funds for business development initiatives and is consistent with the EDC's statutory purposes.

NOW, THEREFORE BE IT RESOLVED that the provision of a Loan consistent with the terms provided herein is hereby approved.

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

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

February 22, 2022



CODE EDC 22-02-91-122

MOTOR CITY MATCH: REQUEST TO APPROVE TECHNICAL ASSISTANCE SERVICE PROVIDERS

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 its evaluation of submissions to the Small Business Technical Assistance Services Request for Qualifications (Technical Assistance RFQ) and, subject to staff’s completion of due diligence that includes verification of required business registration, tax clearances, and insurance coverages, recommends the providers listed in the attached **Exhibit A** (the “Technical Assistance Service Providers”); and

WHEREAS, EDC staff has completed its evaluation of submissions to the Small Business Technical Assistance Services Request for Qualifications: Architectural Design & Engineering (Design RFQ) and, subject to staff’s completion of due diligence that includes verification of required business registration, tax clearances, and insurance coverages, recommends the providers listed in the attached **Exhibit B** (the “Design Service Providers”); 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 recommendations for qualified Technical Assistance Service Providers and Design Service Providers .

BE IT FURTHER RESOLVED, that the EDC Board of Directors approves the businesses described in **Exhibit A** for qualified Technical Assistance Service Providers

BE IT FURTHER RESOLVED, that the EDC Board of Directors approves the businesses described in **Exhibit B** for qualified Design Service Providers

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.

February 22, 2022



Exhibit A
Recommended Technical Assistance Service Providers Awardees

Service Provider	Point of Contact	Role	Category of Service	Location
Accutrak Consulting and Accounting Services, PLLC	Shaniece Bennett	Principal	Accounting and Financial Planning, Business, Planning & Business Consulting	Chesterfield
Ashton Business Consulting, PLLC	Dale Grant	Owner	Accounting and Financial Planning	Southfield
Best Practices Consulting Services	Laura Sigmon	Principal	Business Planning & Business Consulting, Accounting & Financial Planning, Technology Services	Detroit
Blended Collective	Lydia Michael	Business Owner	Marketing and Branding Services, Business Planning & Business Consulting	Detroit
Catalyst Media Factory	Jennifer Foster	President & CEO	Marketing & Branding Services	Detroit
Coates Communications	TeShayla Coates	President	Marketing & Branding Services	Eastpointe
Color In Hue	Dorothy Huddleston	Founder/CEO	Business Planning & Business Consulting	Saint Clair Shores
Community Resources Group	Jacqueline Jones Love	Managing Director	Business Planning & Business Consulting	Oak Park
Creative Innovation Associates	Durlel Smith	Chief Executive Officer	Marketing & Branding Services	Auburn Hills
Diamond Reynolds	Diamond Reynolds	Owner	Accounting & Financial Planning	Detroit
GoodLife Agency	Vivian A Palmer	CEO	Technology Services, Business Planning & Business Consulting, Marketing & Branding Services, Accounting & Financial Planning	Detroit
IM Public Relations + Branding	Ilesha Paul	Founder	Marketing & Branding Services	Detroit
InTouch Marketing Services, LLC	Marlin Gilliam	President	Marketing & Branding Services	Southfield
MYISHA TAX CONSULTANT LLC	Loretta Robinson	President	Accounting & Financial Planning, Business Planning & Business Consulting	Detroit
Needham Solutions LLC	Cameron Marie Needham	Owner	Marketing and Branding Services, Business Planning & Business Consulting, Technology Services	Mason
NervyMise, PLLC	S.Lauren Haggerty	Managing Attorney	Legal	Detroit
Operations School LLC	Racheal Allen	Founder & CEO	Business Planning & Business Consulting	Detroit
Pilot Management Group, LLC	Kellan A. Pilot	Accountant/Owner	Accounting & Financial Planning	Detroit
Prosperus Detroit Micro Lending	Chanell Contreras	Executive Director	Business Planning & Business Consulting	Detroit
Proxie	Autumn Kyles	Founder	Marketing and Branding Services, Accounting & Financial Planning, Business Planning & Business Consulting	Farmington Hills



QT Business Solutions	Tina Williams	COO	Business Planning & Business Consulting, Accounting & Financial Planning	Southfield
Saint Creative, LLC	Carl Johnson	Owner	Marketing and Branding Services	Farmington Hills
TeQuionBrookins LLC	Faisal Kamal	Sr. RFP Specialist	Legal, Accounting and Financial Planning, Marketing & Branding Services, Business Planning & Business Consulting, Technology Services	Southfield
The Allen Law Group, P.C.	Nichole Hunter	Managing Shareholder	Legal	Detroit
Trent Creative	Marilyn Trent	Principal	Marketing & Branding Services	Detroit
Upton Law, PLLC	Shakeena Melbourne	Principal Attorney	Legal	Eastpointe
Walker Consulting Services	Dianne Walker	Owner	Marketing & Branding Services, Technology Services, Business Planning & Business Consulting, Accounting & Financial Planning	Detroit
WHIM Detroit	Lori McColl	Founder & CEO	Technology Services	Detroit



Exhibit B

Recommended Design Service Providers

Service Provider	Point of Contact	Role	Category of Service	Location
A/E Collaborative, LLC	Karen A.D. Burton	Principal	Engineering Services, Zoning & Regulatory Services, Building Condition Assessments	Detroit
ABE Associates, Inc.	Andre' Brooks, PE	President	Architectural Services, Engineering Services, Zoning & Regulatory Services, Energy Efficiency / Green Building Practices, Building Condition Assessments, Project Feasibility Analysis	Detroit
ALBAARI AND PARTNERS LLC	Raqeab Albaari	Managing Member - Senior Registered Architect	Architectural Services, Engineering Services	Detroit
Design Think Tank LLC	Luis Antonio Uribegan	Lead Design Mind	Architectural Services, Engineering Services	Detroit
develop ARCHITECTURE LLC	Bryan Cook	Architect/Owner	Architectural Services	West Bloomfield
Dokes Design Architecture	Damon Dickerson	Director of Architecture	Architectural Services	Detroit
Edwards Group International Inc	Ronald Edwards	Principal, Owner	Architectural Services, Engineering Services	Detroit
END Studio	Elise DeChard	Owner	Architectural Services	Detroit
Immersive Design Studio PLC	Pierre Roberson	Owner, Architect	Architectural Services, Zoning & Regulatory Services, Energy Efficiency / Green Building Practices, Project Feasibility Analysis, Building Condition Assessments, Engineering Services	Southfield
IMEG Corp.	Keith Vandenbussche	Client Executive	Engineering Services, Energy Efficiency / Green Building Practices	Farmington Hills
Infuz Architects	Samantha Conklin	Business Development Coordinator	Architectural Services, Project Feasibility Analysis, Zoning & Regulatory Services, Energy Efficiency / Green Building Practices, Building Condition Assessments	Detroit
M1DTW Architects, PLLC	Amethyst Davis	Studio Asisstant	Architectural Services	Detroit
Omilain & Morin Architecture & Design, LLC	Anthony Morin	Principal	Architectural Services, Building Condition Assessments, Energy Efficiency / Green	Grosse Pointe Park



			Building Practices, Zoning & Regulatory Services	
Other Work, LLC	Laura Walker	Co-founding Principal	Architectural Services	Detroit
Quinn Evans	Saundra Little	Principal / Director of Diversity & Inclusion	Architectural Services, Project Feasibility Analysis, Building Condition Assessments, Energy Efficiency / Green Building Practices	Detroit
Robert Silman Associates Structural Engineers, DPC	Jenna Cellini Bresler	Associate, Director of Ann Arbor Office	Engineering Services, Building Condition Assessments, Project Feasibility Analysis	Ann Arbor
SDG Associates, LLC	Wesley Sims	Principal, Chief Financial and Operating Officer	Architectural Services, Engineering Services, Zoning & Regulatory Services, Energy Efficiency / Green Building Practices, Building Condition Assessments, Project Feasibility Analysis	Detroit
Spalding DeDecker	Cassi Meitl	Senior Planner	Zoning & Regulatory Services, Engineering Services, Project Feasibility Analysis, Building Condition Assessments, Energy Efficiency / Green Building Practices	Detroit
Urban Alterscape Inc	Erika Baker	Owner / Design Director / Project Manager	Architectural Services, Engineering Services, Project Feasibility Analysis, Building Condition Assessments, Zoning & Regulatory Services, Energy Efficiency / Green Building Practices	Detroit