



**ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
TUESDAY, APRIL 26, 2022 – 9:00 A.M.**

**BOARD MEMBERS PRESENT:**

Jonathan Quarles  
Kimberly Clayson  
Marsha Bruhn  
Thomas Stallworth  
Damon Hodge  
Clifford Brown  
Kwaku Osei

**BOARD MEMBERS ABSENT:**

Linda Forte  
Chris Jackson  
Antoine Bryant (Ex-Officio)  
John Naglick (Ex-Officio)

**SPECIAL DIRECTORS  
PRESENT:**

None

**SPECIAL DIRECTORS  
ABSENT:**

None

**OTHERS PRESENT:**

Cora Capler (DEGC/EDC)  
Jennifer Kanalos (DEGC/EDC)  
Malinda Jensen (DEGC/EDC)  
Amanda Hanlin (DEGC/EDC)  
Kaci Jackson (DEGC/EDC)  
Paul Kako (DEGC/EDC)  
Kelly Shovan (DEGC/EDC)  
Drew Lucco (DEGC/EDC)  
Rebecca Navin (DEGC/EDC)  
Lily Hamburger (DEGC/EDC)  
David Howell (DEGC/EDC)  
David Tobar (City of Detroit)  
Christina Peltier (City of Detroit)  
William McCarley (City of Detroit)  
William Smith (Biltmore Development)



**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
DETROIT ECONOMIC GROWTH CORPORATION  
500 GRISWOLD, SUITE 2200  
APRIL 26, 2022 – 9:00 A.M.**

**GENERAL**

**Call to Order**

Vice-Chairperson Quarles called the regular meeting of the Economic Development Corporation Board of Directors to order at 9:07 a.m. Roll call was conducted, and a quorum was established.

**Approval of Minutes**

Mr. Quarles asked if there were any additions, deletions, or corrections to the minutes of the March 22, 2022 regular Board meeting. Hearing none, Mr. Quarles called for a motion.

Mr. Brown made a motion approving the minutes of the March 22, 2022 regular Board meeting, as written. Mr. Hodge seconded the motion. All were in favor with none opposed.  
EDC Resolution Code 22-04-02-359 was unanimously approved.

**Receipt of Treasurer's Report**

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

Mr. Brown made a motion to approve the March 2022 Treasurer's Report, as written. Mr. Hodge seconded the motion. All were in favor with none opposed.  
EDC Resolution Code 22-04-03-273 was unanimously approved.

**PROJECTS**

**Authorization to Extend Closing Date for 1977 Woodbridge Development**

Ms. Jackson presented the Authorization to Extend Closing Date for 1977 Woodbridge Development to the EDC Board.

In July 2019, the City of Detroit Economic Development Corporation (the "EDC") authorized the execution of an agreement to purchase and develop land (the "Agreement") with Biltmore Development Group, LLC (the "Developer") for the redevelopment of the buildings located at 1977 Woodbridge (the "Property") in support of the development in the East Riverfront district. This area of the riverfront is set to undergo massive transformation over the next three years with over \$100 million investment in residential and commercial developments within a half mile radius of the Property.

Pursuant to the terms of the Agreement, Developer was to purchase the Property for \$500,000 and develop it into a minimum 4,757 square foot commercial space with proposed uses to include a cigar bar with a small office space and two-chair barbershop. In April 2021, due to delays caused by the Covid-19 pandemic, the EDC Board of Directors authorized the extension of the inspection period by 60 days and closing to occur 215 days following the conclusion of the inspection period. With these extensions, construction of this \$1,500,000 project was slated to begin in December 2021 and be completed within 12 months following commencement.

Following the EDC Board of Director's approval of the extension, the Developer completed its due diligence on the Property and satisfied various predevelopment milestones required under the Agreement, such as



providing EDC staff with schematic designs and valid construction cost estimates and completing a Planning & Development Design Review. As the closing date approached, the Developer required additional time to complete the outstanding predevelopment milestones and has taken steps to complete these requirements and receive all necessary approvals for the construction of the project in satisfaction of the terms of the Agreement. The Developer is currently awaiting the scheduling of a Pre-Plan Review with the City of Detroit's Buildings, Safety Engineering, and Environmental Department and has also submitted documentation to the City of Detroit Historic District Commission to attend the May advisory meeting.

In support of the project, EDC staff is requesting an extension of the closing date to July 31, 2022. EDC staff anticipates that the Developer will be able to secure all necessary approvals and satisfy all of the outstanding predevelopment milestones during this extended period.

A draft resolution was prepared for the Board's consideration.

Mr. Quarles asked if there were any questions.

Hearing none, the Board took the following action:

Mr. Brown made a motion to approve the Authorization to Extend Closing Date for 1977 Woodbridge Development, as presented. Ms. Bruhn seconded the motion. All were in favor with none opposed.

EDC Resolution Code 22-04-52-17 was unanimously approved.

### **Request to Accept and Transfer City Funds: Joe Louis Greenway**

Ms. Hanlin presented the Request to Accept and Transfer City Funds: Joe Louis Greenway to the Board.

In March 2020, the City's General Services Department ("GSD") requested the assistance of the EDC and the Detroit Economic Growth Association (the "DEGA") with the construction of the Joe Louis Greenway (the "Greenway"). The Greenway is a 27-mile continuous loop of strategic on- and off-street bicycle and pedestrian paths linking Detroit neighborhoods from the RiverWalk to Eight Mile Road with adjacent communities including Dearborn, Hamtramck, Highland Park and Ferndale.

Specifically, GSD requested, and EDC approved, the acceptance of \$1,900,000 in Unlimited Tax General Obligation bond funds (the "UTGO Funds") from the City and the subsequent transfer of the UTGO Funds to the DEGA Greenway construction. The UTGO Funds were to be combined with grant funds awarded to the DEGA by the Ralph C. Wilson Jr. Foundation for comprehensive design and construction planning for an unconstructed portion of the Greenway consisting of 7.5-mile off-street space utilizing a vacant Conrail line that spans from Warren/Central to Joseph Campau and McNichols.

Following, in May 2021, the City GSD requested, and the EDC approved the acceptance of an additional \$986,332.00 in UTGO bond funds ("UTGO 2 Funds") for the purpose of preparing and completing various engineering activities, analyses, designs, and specifications for construction in connection with the proposed Greenway.

The City has approached the EDC once more, requesting that the EDC accept an additional \$1,000,000 in UTGO bond funds (the "Additional UTGO Funds") for the purpose of completing the planning and development activities related to the Conrail and Warren Trailhead portions of the Greenway.

In connection with the administration of these contracts, staff is requesting the EDC Board of Directors approve the following: (i) acceptance of the additional UTGO Funds pursuant to an amendment to the funding agreement between the EDC and the City, subject to City Council approval; and (ii) transfer of the



additional UTGO Funds to the DEGA pursuant to a funding agreement between the EDC and DEGA, subject to the approval of the DEGA Executive Committee.

A resolution was attached for the Board's consideration.

Mr. Quarles asked if there were any questions.

Mr. Hodges asked with the funding that is being requested today, what percentage of the project will be completed to date. Ms. Hanlin replied that the additional funding being requested today will help complete specifically the Warren Trail Head portion of the project. This is one small portion of the overall project.

Mr. Stallworth indicated that it would be helpful to give the Board the context of the entire project, a twenty-seven mile contiguous loop is a significant project. Ms. Hanlin elaborated on the DEGC component of the project. Mr. Tobar discussed the current construction of the Project, specifically the Conrail component of the project. From a completion standpoint, this specific project is about 30 percent complete.

Mr. Brown asked whether the project is currently on schedule and on budget. Mr. Tobar indicated that the project is progressing and for costs that are over-budget due to escalation of labor and construction costs, the project scope is being modified to absorb the additional costs. Mr. Brown asked if any of these changes are impacting the project as it has been presented to the community. Mr. Tobar replied that these changes will not impact the overall project as presented. In terms, of schedule for the overall project, Mr. Tobar indicated that he is fairly certain that project is on schedule and that the construction funds will be expended by 2026. Ms. Hanlin stated that the project milestones are being satisfied and philanthropic dollars are being released according to the schedule.

Mr. Brown requested that as staff presents proposals going forward, project overviews should include the schedule and budget for both the overall project and the smaller project that the board is being asked to review and approve. He expressed concerns about project overruns and scheduling constraints at the end of the project. Having this information will allow the Board to manage the project accordingly. It will also be helpful for the Board to understand what this means in terms of changes in scope.

Ms. Hanlin indicated that she can provide visuals and renderings for the project and Mr. Brown inserted that this would be helpful as well as highlighting any changes being requested at the time.

Mr. Stallworth reiterated that it is important for the Board to under the scope of this project as well as the funding sources being committed to the project. This is a work in progress with funding requests being made to the state, ARPA and city budget. This is a small portion of the overall project. Members need to understand the vision of the overall project. Ms. Hanlin agreed to coordinate with the city department to present an overall presentation.

Mr. Hodge inquired about the project location. A visual aid is needed to understand if these projects are being constructed contiguously or if this is scattered sit initiative. This information is needed to further understand the size and scope of the greenway project. Being able to have some context of what is being finished when and where the work is located throughout the city would be helpful.

Ms. Navin clarified the nature of the request to ensure board understanding. The EDC has approved funding for two components of the Greenway project: Joe Louis Greenway and Joseph Campau Greenway. In both instances, EDC is receiving funds from the City, and in this instance the EDC is transferring funds to the Detroit Economic Growth Association (DEGA) so funding can be commingled with philanthropic funding. However, the EDC is not making a direct financial investment in this project.



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

Mr. Stallworth made a motion to approve the Request to Accept and Transfer City Funds: Joe Louis Greenway, as presented. Mr. Brown seconded the motion. All were in favor with none opposed. EDC Resolution Code 22-04-88-12 was unanimously approved.

### **East Riverfront: Amendments to Parking Lot Lease and Parking Operating Contract; Approval of Improvements**

Ms. Navin presented the East Riverfront: Amendments to Parking Lot Lease and Parking Operating Contract; Approval of Improvements to the Board.

The Economic Development Corporation (“EDC”) owns approximately 9 acres owned along Atwater. Currently certain of the properties are unmaintained gravel lots with fencing of various quality. 1901 E. Atwater is primarily utilized by the Department of Natural Resources (“DNR”) as a parking lot for the patrons of the Outdoor Adventure Center pursuant to a lease agreement between EDC and DNR (the “DNR Lease”). 2111 E., 2135 E. Atwater and 2155 DuBois (collectively with 1901 E. Atwater, the “Parking Lots”) mainly service the parking needs of The Aretha Amphitheatre in addition to general public parking along the East Riverfront. Long-term it is the intent of the EDC to facilitate urban infill development on these parcels that include structured parking.

### **Management Contract Amendment Request**

In 2017, the EDC approved the execution of a contract with EZ Parking and Metro Valet (the “Operator”) to manage the Parking Lots (the “Management Contract”). The initial term in the Management Contract was for one (1) year with subsequent automatically renewing periods of ninety (90) days. The initial Contract with the Operator contemplated that the Operator was to be paid thirty (30) percent of the gross revenue generated by parking receipts and that operating expenses would be paid by the Operator. The remaining seventy (70) percent of gross revenue would be transmitted to the EDC on a monthly basis. In addition to the expectation of a full calendar of large riverfront events, the Operator and EDC staff anticipated that the Parking Lots would be used during business hours by downtown office users in conjunction with a shuttle service. The Operator has provided free consulting services for the capital improvements for the Parking Lots, including, cash flow projections, cost benefit analyses to determine the extent of improvements needed to maximize returns, and identification of demand.

Due to the COVID – 19 pandemic, large events in the East Riverfront and at The Aretha were severely impacted during 2020 and 2021 seasons, and the potential for office user parking dropped, resulting in a dramatic decrease in projected revenue from parking receipts. Furthermore, rising labor costs have also negatively impacted the projected revenues of the Operator. As such, the Operator has requested, and EDC staff supports, an amendment to the Management Contract to provide those normal operating expenses, excluding labor costs, are deducted from the gross revenue prior to the split between the EDC and the Operator, with the 70/30 revenue split to remain the same (the “Proposed Management Contract Amendment”).

### **DNR Lease Amendment Request**

The DNR has requested an amendment to the DNR Lease to extend it to December, 31, 2022 and to clarify operation, maintenance, repair, and improvement responsibilities as between the DNR and EDC, through the Operator (the “Proposed DNR Lease Amendment”). With respect to repairs and improvements, the Proposed DNR Lease Amendment would obligate the EDC to undertake certain improvements of the



Parking Lots at 1901 E Atwater as follows: (i) replacement of the automated gate arm and related systems, as the current system is broken; (ii) installation of fencing around unenclosed portion of the Parking Lot, including manual gate access for vehicles from St. Aubin into the Parking Lot; and (iii) installation of fencing along St. Aubin and the alley north of the Parking Lot to prevent unauthorized vehicular access.

### **Automated Gate Arm Proposal**

As referenced above, the automated gate arm and related systems at the Parking Lot at 1901 E Atwater is in need of replacement. The Operator, on behalf of the EDC, received proposals from International Controls & Equipment [\$78,899], Traffic & Safety Control Systems, Inc. ("T&S") [\$55,368], and Great Lakes Fence Company, Inc. ("GLF"). Based on staff's review of the proposals, and the Operator's recommendation, T&S's proposal was the most responsive and lowest cost option, as GLF's bid was deemed non-responsive, as it did not provide a comprehensive solution. Staff recommends the approval of T&S's proposal at a cost of \$55,368.00.

A resolution approving the Proposed Management Contract Amendment, the Proposed DNR Lease Amendment and the automated gate arm solution proposed by T&S is attached for the Board's consideration.

Mr. Quarles asked if there were any questions.

Ms. Bruhn asked how are we defining normal operating expenses and does it include the cost of the gate? Ms. Navin explained for the cost of the repair is a cost assigned to the EDC; however, staff time for administrative matters will be deducted from their 30% revenue split. Future repairs of the equipment will be come off the top before the split. Operating expenses include any costs that would require us to contract with a 3<sup>rd</sup> party provider such as lawn maintenance, snow removal and debris removal. Mr. Bruhn further asked about the estimated costs of such expenses. Mr. Howell indicated that we do review the costs of such expenses and can provide this body with the actual operating expenses incurred.

Ms. Bruhn further asked about the terms of renewal. Ms. Navin responded that this was initially a one year contract with automatic renewals every 90 days. At the end of the season, every 90 days we will have the opportunity to renegotiate or go with a new provider. Any modifications or if we decide to select a new provider will require board approval.

Mr. Brown asked about the future use of the land for development projects and does the EDC have a timetable for future land development. Mr. Howell noted that we do not have a timetable regarding the redevelopment of these lots.

Ms. Navin stated that the city owned lots that have historically provided parking for the Aretha were transferred for development purposes per the terms of the bankruptcy settlement. Those are slated to start being redeveloped sometime after this season. So, whatever the determination is, we will need to be sensitive to the fact that a number of spots for parking are going to come offline.

Mr. Stallworth reiterated the importance of maintaining public access and the vision for the River was adequate public access for everyone so he asked the Board to keep this in mind when discussing future development projects within this district.

Ms. Clayson asked for the detailed budget, operating expenses and revenue for the parking lots so that the board can understand the overall picture of the project. Mr. Howell reiterated that the staff with the assistance of the parking operator completed an exhaustive analysis of the project and has agreed to present this information to the Board.



Mr. Quarles stated that there is a hesitation to proceed and board members are finding it difficult to make a decision without the review of the numbers. Ms. Navin noted the hesitation and offered a recommendation that we move forward the DNR Lease Amendment Request and Automated Gate Arm Proposal because the repair of the gate is a time sensitive issue that needs to be addressed immediately. We can amend the Resolution to delete the approval of the proposed Management Contract Amendment and bring back this Request as a stand- alone item along with the financial data that will support our recommendation.

Mr. Brown requested that there be investigation into constructing a public parking deck that will allow for development above the parking deck. Ms. Navin reminded the Board that Orleans Landing Phase II contains a provision for structured parking and that a certain percentage of spaces will be reserved for the public. There is also the obligation to the DNR to make sure any development proposal takes into account parking for its patrons at the site or within the district.

Ms. Bruhn noted an error on the Resolution and Ms. Navin acknowledged that the correction will be made to the Resolution.

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

Mr. Hodge made a motion to approve the East Riverfront: Amendments to Parking Lot Lease and Approval of Improvements, with the deletion of the Management Contract Amendment Request from the resolution. Mr. Osei seconded the motion. All were in favor with none opposed. EDC Resolution Code 22-04-70-92 was unanimously approved, as amended.

### **Motor City Match Recommendation for Round 19 Awards**

Mr. Lucco presented the Motor City Match Recommendation for Round 19 Awards 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”). Since that time, the EDC Board has approved Program Business awards for 1,481 Detroit businesses and Building awards for 413 commercial spaces. These awards occurred while the Program operated uninterrupted for 17 rounds, then resumed with Round 18 awards in January of 2022. Currently, 133 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 January 1<sup>st</sup>, 2022, the Program began accepting applications for the second round of its second phase, Round 19.

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 cannot get any or all the financing they need to get open.** Grants are not a substitute for readily available financing and a minimum of 10% owner equity is mandatory for consideration. Grant disbursement is subject to satisfaction of program milestones. Grants are only available for awardees of the Motor City Match Cash Track. Grant funds can be used for the following eligible expenses:

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

When applications closed on February 11, 2022, the EDC had received 201 business applications (each an "Application") for Round 19.

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 19
  - 40 Develop finalists were selected in Round 19
- 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 19
- 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 March 22<sup>nd</sup> and 24<sup>th</sup>, 2022.
- 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 19 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.
- Seven (7) "Design" awardees for design, architectural, and engineering services in Exhibit C
- Twelve (12) "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 19 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 19 "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 19 "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 19 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.

Mr. Quarles asked if there were any questions.

Hearing none, the Board took the following action:

Mr. Stallworth made a motion to approve the Motor City Match Recommendation for Round 19 Awards, as presented. Mr. Osei seconded the motion. All were in favor with none opposed. EDC Resolution Code 22-04-91-124 was unanimously approved.

### **Motor City Match Program Update: Buildings and Technical Assistance**



Mr. Lucco presented the Motor City Match Program Update: Buildings and Technical Assistance to the Board.

Since relaunching the Motor City Match Program in September of 2021, Motor City Match staff has sought to clarify and refine internal processes and expected outcomes in both the Building Owner and Technical Assistance portions of the program. A summary of progress and recent initiatives is included below.

### **Building Owners:**

#### **2 Ways for Building Owners to Participate:**

1. Get Help Finding tenants – apply to have building listed on the MCM Make-a-Match Map (not an award)
  - Building featured on the [MCM Make-a-Match Map](#) – we are revamping the interface on the website should be done by the end of the May
  - Collaborate with MCM to hold an open house, schedule tours, and/or facilitate interviews with prospective tenants
  - MCM can feature building on social media accounts
2. Get access to resources and awards – apply just like a business owner after securing a for-profit business as a tenant; think of the building as a business
  - Design – work with an Architect, complete 5 phases of design
  - Cash – grants of up to \$100,000

### **Recent Events:**

Between March 30<sup>th</sup> and April 1<sup>st</sup>, 2022, the MCM team worked with six building owners whose properties are currently listed on the Make-a-Match Map to organize and execute open houses and building tours. The six buildings were visited by a total of 86 prospective tenants. Details are listed below.

#### **March 30:**

- 7436 Oakland, Seat Detroit – co-working and small office space available
  - 24 business owners registered to visit
- 4750 Woodward, Hannan House – restaurant space available
  - 7 business owners registered to visit

#### **March 31:**

- 3143 W. McNichols, The Wildemere – restaurant and event space available
  - 21 business owners registered to visit
- 9916 Kercheval, David Sidney Building – multiple retail units available
  - 10 business owners registered to visit
- 4220 W. Vernor Highway, Southwest Detroit Business Association Space – flexible retail space
- 4 business owners registered to visit

#### **April 1:**

- 15749-51 Grand River, Commercial Redevelopment – 2345 sf multi-tenant space
  - 21 business owners registered to visit

### **Technical Assistance**



In December 2021 Motor City Match published a request for qualifications (RFQ) for qualified service providers to provide technical assistance and business services to MCM awardees. On February 18<sup>th</sup>, 2022 the EDC board approved 29 Technical Assistance Providers and 19 Design Service Providers to work with awardees from the Plan, Develop, and Design tracks.

The RFQ requested that submitters provide a scope of services for specific services in specific categories. This strategy reflects the program's commitment to ensuring that Technical Assistance provides specific outcomes that meet the expectation of both the awardee and the goals of the program. The MCM Team is currently reviewing 19 requests for Technical Assistance services summarized in the table below.

Business Name	Service Requested	Service Provider
Boarding House Hospitality	Marketing and Branding - Logo Design	Saint Creative LLC
Jessica Blair Beauty LLC	Architectural and Engineering Services	INFUZ, LTD. dba INFUZ ARCHITECTS
Little Blessings Learning House LLC	Accounting and Financial Planning - Cash Flow Projections	ACCUTRAK CONSULTING AND ACCOUNTING SERVICES PLLC
Timmor's Tempting Treatz LLC	Marketing and Branding - Logo Design	Needham Solutions LLC
Premier Contractors of Michigan, LLC	Marketing and Branding - Logo Design	TRENT DESIGN, LLC dba TRENT CREATIVE
SMC COLLECTIONS L.L.C. dba Be Wild and Beautiful	Technology Services - Website Updates & Maintenance	TEQUIONBROOKINS LLC
Luffy's Kitchen	Business Planning and Business Consulting - Business Plans	Color In Hue L3C
Cleodii Vihjen LLC	Technology Services - Web Design & Development	TEQUIONBROOKINS LLC
Cascade And Monroe	Marketing and Branding - Logo Design	TEQUIONBROOKINS LLC
Bamboo Beauty	Business Planning and Business Consulting - Other	Proxie, LLC
J. McCray Style LLC	Accounting and Financial Planning - Tax Preparation	QUALITY TECHNICAL ENTERPRISE SERVICES, INC dba QT BUSINESS SOLUTIONS
Verdure Fresche Corporation	Business Planning and Business Consulting - Preparing a budget	TEQUIONBROOKINS LLC
SMC COLLECTIONS L.L.C. dba Be Wild and Beautiful	Business Planning and Business Consulting - Business Plans	Proxie, LLC



Cooper Irby Brewster Professional Services LLC	Legal Services - Contract Review	NERVYMISE, PLLC
JOY OF NAILS	Legal Services - Licensing and Trademark	NERVYMISE, PLLC
Paradise Natural Foods	Marketing and Branding - Logo Design	OPERATIONS SCHOOL L.L.C.
Minds That Wonder LLC	Accounting and Financial Planning - Cash Flow Projections	PILOT MANAGEMENT GROUP, LLC
ForHerCosmetics LLC	Accounting and Financial Planning - Tax Preparation	MYISHA TAX CONSULTANT LLC
Mahatma Candles LLC	Interior Design and Merchandising Consulting - Space Planning & Programming	To be determined

**ADMINISTRATION**

None.

**OTHER MATTERS**

None.

**PUBLIC COMMENT**

None.

**ADJOURNMENT**

On a motion by Mr. Hodge, seconded by Mr. Osei, Mr. Quarles adjourned the meeting at 10:18 a.m.



**CODE EDC 22-04-02-359**

**APPROVAL OF MINUTES OF MARCH 22, 2022 REGULAR MEETING**

**RESOLVED**, that the minutes of the Regular meeting of March 22, 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.

April 26, 2022



**CODE EDC 22-04-03-274**

**RECEIPT OF TREASURER'S REPORT FOR MARCH 2022**

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

April 26, 2022



**CODE EDC 22-04-52-17**

**AUTHORIZATION TO EXTEND CLOSING DATE FOR 1977 WOODBRIDGE DEVELOPMENT**

**WHEREAS**, in July 2019, the City of Detroit Economic Development Corporation (the “EDC”) authorized the execution of a development agreement (the “Agreement”) with Biltmore Development Group, LLC (the “Developer”) for the redevelopment of the buildings located at 1977 Woodbridge (the “Property”); and

**WHEREAS**, in April 2021, due to delays caused by the Covid-19 pandemic, the EDC Board of Directors authorized the extension of the inspection period by 60 days and closing to occur 215 days following the conclusion of the inspection period; and

**WHEREAS**, Developer completed its due diligence on the Property and satisfied various predevelopment milestones required under the Agreement, but requires additional time to complete all outstanding predevelopment milestones and receive all necessary approvals for the construction of the project in satisfaction of the terms of the Agreement; and

**WHEREAS**, Developer and EDC staff is seeking the Board’s approval to extend the closing date to July 31, 2022 (the “Requested Extension”); and

**WHEREAS**, the EDC Board has determined that approval of the proposed Requested Extension is in the best interests of the EDC.

**NOW, THEREFORE, BE IT RESOLVED** that the EDC Board of Directors hereby approves the Requested Extension and authorizes the negotiation and the execution of an amendment to the Agreement consistent with this resolution, together with the same such terms and conditions deemed reasonable by EDC’s counsel and Authorized Agents.

**BE IT FURTHER RESOLVED** that any two officers, any two of the Authorized Agents or any one of the Officer and any one of the Authorized Agents of the EDC, shall hereafter have the authority to negotiate and execute an amendment to the Agreement and any and all other documents, contracts or other papers, or take any and 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, 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.

April 26, 2022



**CODE EDC 22-04-88-12**

**REQUEST ACCEPT AND TRANSFER CITY FUNDS: JOE LOUIS GREENWAY**

**WHEREAS**, in March 2020, the City's General Services Department ("GSD") requested the assistance of the EDC and the Detroit Economic Growth Association ("DEGA") to utilize Unlimited Tax General Obligation ("UTGO") bond funds to support services related to the construction of the Joe Louis Greenway (the "Greenway"); and

**WHEREAS**, in March 2020, the EDC approved the acceptance of \$1,900,000 in UTGO bond funds and transfer to the DEGA to coalesce with the DEGA's private philanthropic funds in order to support design and construction planning contracts for the development of a 7.5-mile off-street greenway and public recreation space utilizing a vacant Conrail line; and

**WHEREAS**, in May 2021, the EDC approved the acceptance of an additional \$986,332.00 in UTGO bond funds for the purpose of preparing and completing various engineering activities, analyses, designs, and specifications for construction in connection with the proposed Greenway; and

**WHEREAS**, The City has approached the EDC once more, requesting that the EDC accept an additional \$1,000,000 in UTGO bond funds (the "Additional UTGO Funds") for the purpose of completing the planning and development activities related to the Conrail and Warren Trailhead portions of the Greenway; and

**WHEREAS**, EDC staff is recommending the EDC Board of Directors approve the following: (i) acceptance of the Additional UTGO Funds pursuant to an amendment to the funding agreement between the EDC and the City, subject to City Council approval; and (ii) transfer of the Additional UTGO Funds to the DEGA pursuant to a funding agreement between the EDC and DEGA, subject to the approval of the DEGA Executive Committee.

**WHEREAS**, the EDC Board of Directors has determined that the proposed transaction is consistent with the EDC's statutory authority and the purposes of the EDC.

**NOW, THEREFORE, BE IT RESOLVED**, that the EDC Board of Directors hereby approves the (i) acceptance of the Additional UTGO Funds pursuant to the terms of the amended funding agreement between the EDC and the City, subject to City Council approval; and (ii) transfer of the Additional UTGO Funds to the DEGA pursuant to a funding agreement between the EDC and DEGA, subject to the approval of the DEGA Executive Committee.

**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 agreements and all other documents, contracts, or papers, and take all actions, necessary or appropriate to implement the provisions and intent of this resolution on behalf of the EDC.

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

April 26, 2022



**AMENDED AT THE TABLE  
CODE EDC 22-04-70-92**

**EAST RIVERFRONT: AMENDMENTS TO PARKING LOT LEASE AND APPROVAL OF IMPROVEMENTS**

**WHEREAS**, The Economic Development Corporation (“EDC”) owns certain vacant parcels in the East Riverfront used as interim public parking, pending redevelopment, as follows: 1901 E Atwater, 2111 E Atwater, 2135 E Atwater and 2155 DuBois (the “Parking Lots”); and

**WHEREAS**, the Parking Lot located at 1901 E Atwater is also subject to a lease agreement between the EDC and the Michigan Department of Natural Resources (“DNR”) for use of such Parking Lot by patrons of its Outdoor Adventure Center (the “DNR Lease”); and

**WHEREAS**, EDC staff recommends an amendment to the DNR Lease to extend it to December, 31, 2022 and to clarify operation, maintenance, repair, and improvement responsibilities as between the DNR and EDC, through its parking operator (the “Proposed DNR Lease Amendment”), including the undertaking by the EDC of the following improvements to 1901 E Atwater: (i) replacement of the automated gate arm and related systems, as the current system is broken; (ii) installation of fencing around unenclosed portion of the Parking Lot, including manual gate access for vehicles from St. Aubin into the Parking Lot; and (iii) installation of fencing along St. Aubin and the alley north of the Parking Lot to prevent unauthorized vehicular access; and

**WHEREAS**, EDC staff recommends approval of proposal from Traffic & Safety Control Systems, Inc. (“T&S”) in the amount of \$55,368.00 for the replacement of the automated gate arm system at 1901 E Atwater (the “T&S Proposal”); and

**WHEREAS**, the EDC Board of Directors has reviewed the foregoing requests and has determined they are consistent with the EDC’s goal for the revitalization of the East Riverfront and are otherwise appropriate and consistent with the EDC’s statutory purposes.

**NOW, THEREFORE, BE IT, RESOLVED**, that the Proposed DNR Amendment and the T&S Proposals are 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 all 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.

April 26, 2022



**CODE EDC 22-04-91-124**

**MOTOR CITY MATCH: RECOMMENDATION FOR ROUND 19 AWARDS**

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

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

**WHEREAS**, EDC staff has completed due diligence and evaluation for applications (“Applications”) in the nineteenth round (“Round 19”) 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 19 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.

April 26, 2022



**Exhibit A  
Recommended "Plan" Awardees**

<b>Business Name</b>	<b>Business Owner</b>	<b>Description</b>
Beauty Controversy LLC	Danielle Statom	We sell innovative beauty products.
Dot & Etta's Shrimp, LLC	Dwayne Crawford	Fried shrimp, chicken and fish
Fayes Coffee Café LLC	Lataisha Chandler	Premium Roasted coffee
Finally Mines Boutique	Sandy Moseley	Accessories and footwear for women of all sizes
Growing Minds Learning Center	Aletha and Marvin Darby	Educate & nurture East Warren youth
JEADL Enterprises, LLC	Orena Perry	Event Planning Custom Gift Boxes
Jones Legal Consultants	Quintin Jones	Preventing corruption in criminal justice
Kastoffs Contemporary Classic Clothing.	Tye Gibson	Men, Women and Children's clothing
Konjo me	Helina Melaku	Authentic Ethiopian cuisine, spices and coffee.
Little Liberia, LLC	Ameneh Marhaba	Restaurant serving authentic Liberian fare
Marabou Haircare, LLC	Carline Dugue	Provide handcrafted haircare treatments for black women.
Nesha's Beauty Closet	Johnesha Brooks	Clothing, beauty supplies, and soaps for the community
Urban Farm Development Managers LLC	Marcellus Wheeler	Technical consultation for urban gardeners
We Remove All Trash Corporation	Barnard Gill	Junk & waste removal and recycle.
Young Socialites LLC	Naima Melonson	Clothing showroom that teaches fashion



**Exhibit B  
Recommended “Develop” Awardees**

<b>Business Name</b>	<b>Business Owner</b>	<b>Short Description</b>
Aesthetic Beads & Essentials LLC	LaKina Abrams	Handcrafted natural soaps and creams
Charity X Designs	Charity Green	Sustainable fashion for women and men.
City Hop Social LLC	LaVar Harris	Party and entertainment rentals
Crumbs Cookie Station	Jameela Simpson	baking and selling cookies
D8 Night	Heston & Shante Charleston	Events that promotes healthy relationships/marriages
Elite Snipe Gun and Rifle Detailing and Services LLC	Miesha Wallace	Gun safety and repair
Encisions Pro Hair Designs LLC	Ja'Net Turner	Hair, Nail Salon and Spa services
F. Smith Health Education Services dba Nursing Detroit Training Center	Felicia Vannostrand	school training healthcare workers
Goddess Fitness and Health LLC	Porcha Cheatham	Yoga, Reiki, Counseling, Crystal Healing, Community Healing
Ice Cream Detroit	Ysahai Martin	Frozen Dessert Lounge/Bar
Internet Bodega LLC DBA Paradise Valley Coffee Company	Miles Brown	Specialty coffee roaster, cafe, and cocktail bar
Jessie Feliz, LLC	Jessica Feliz	Spanish Language and Teacher Coaching
Jetta's Gourmet Popcorn	Magita Barbee	Gourmet popcorn and fun food concessions
Knit Sew Fabulous	Lynette Hunter Halalay	Sustainable fashion and fabric sales
Living4LifeWellness,LLC	Doniss L Hicks	We will provide healthy meals.
Love On Top - The Vegan Creamery, Corp.	Laurea Marshall	Vegan ice cream shop
Maquillage Detroit LLC	Kellie Rucker	Beauty education and services
Nesha's Beauty Closet LLC	Johnesha Brooks	Selling clothes and beauty products
Nice's Tea House	Antonice Strickland	Teahouse serving tea and food
No Fear Cafe	Alicia	Inclusive, hands-on kids STEM activities
Patisserie Ci	Celeste Ivey	vegan cafe and cooking classes
Slightest Touch Event Planning	Torikila Royster	Event coordinator venue
The (B)resource Room LLC	Breonna Jones	Educational resources for special education
The Museum Creative Art Studios	Shaton Dockery	Creative art DIY project studio



**Exhibit C  
Recommended "Design" Awardees**

<b>Business</b>	<b>Owner</b>	<b>Address</b>	<b>District</b>	<b>Neighborhood</b>	<b>Description</b>
Black Rose Gallery	Ezekial Evans IV	16136 Plymouth	7	Joy Community	Art Gallery changing community views
Chef's Secret	Roslind Davis	10118 West McNichols	2	Schulze	Carryout soul food
K. Walker Collective LLC at 4161 Cass Avenue	Ken Walker	4161 Cass	6	Midtown	High-street apparel for the audacious young professional
Peaceful Surroundings LLC	Blanche White	14120 E 7 Mile	3	Franklin	Individual and group mental health and substance abuse counseling
Potted Tea House/9912 Kercheval	Stephanie Watt	9912 Kercheval	5	East Village	Tea house along with 4 additional storefronts
T&T Sip-n-Read LLC	Tamela C. Todd	1420 Washington , Suite 301	6	Downtown	Book bar serving books, wine and coffee



## Exhibit D Recommended “Cash” Awardees

### 1. What’s the Dill LLC \$25,000

**Owner:** Leona Gist

Minority-owned Woman-owned Black-owned Resident-owned

**Address:** 4088 W McNichols

**Neighborhood:** University District

**District:** 2

**Description:** What’s the Dill makes deli style stuffed kosher dill pickles. Just like a deli sandwich, the pickles are stuffed with deli meats, vegetables, sauce and seasoning. Cucumber sandwiches, cucumber rolls, and lettuce wraps round out the menu options. Owner Leona Gist began What’s the Dill as a pop-up business in 2021, and has been operating a successful catering operation from home. Leona’s Motor City Match grant will allow her to complete the build-out on a new location across from the University of Detroit Mercy to continue offering healthy lunch options to even more Detroiters.

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

**Total Project Cost:** \$80,584

**Equity:** \$13,000

**Loan:** \$42,445

**Lender:** Michigan Women Forward, ProsperUs

### 2. Bar Pigalle \$35,000

**Owner:** Travis Fourmont

**Address:** 2915 John R Street

**Neighborhood:** Brush Park

**District:** 5

**Description:** Bar Pigalle is a new restaurant in Brush Park offering French inspired cuisine.. The restaurant is located in the lobby of the historic Carlton building, and will reactivate the space with historic details in tact. Bar Pigalle will prioritize hiring Detroiters in 10-20 positions and will offer staff opportunities to build careers in Detroit’s thriving restaurant scene. Partners Travis Fourmont and Joseph Allerton are committed to helping staff build expertise and gain experience in progressive food and wine setting.

**New business opening in a new location**

**Total Project Cost:** \$1,300,000

**Equity:** \$465,000

**Loan:** \$800,000

**Lender:** SBA, Lake Trust

### 3. Elda's LLC \$35,000

**Owner:** Emilio Feliciano

Minority-owned business

**Address:** 3970 Vernor Hwy

**Neighborhood:** Hubbard Farms

**District:** 6

**Description:** A decade after closing the doors of their previous restaurant El Comal, owner Emilio Feliciano’s and his grandparents are opening a new business – one that blends tradition with modern innovations. Elda’s, named after Emilio’s grandmother, aims to create a restaurant focused on Latin American cuisine, healthy cooking, and responsible consumption. Elda’s will reuse some equipment from El Comal, and use their Motor City Match grant to complete the build-out of the new space.



**Legacy business re-opening in a permanent location**

**Total Project Cost:** \$140,000

**Equity:** \$44,539

**Loan:** \$15,000

**Lender:** ProsperUs Detroit

**4. Sanders Entertainment Enterprise Corporation dba Soul on Ice**

**\$35,000**

**Owner:** Danielle & Herbert Sanders

Woman-owned, Black-owned, & Resident-owned business

**Address:** 8867 Livernois

**Neighborhood:** Midwest

**District:** 6

**Description:** With the cozy feel of a lounge, Soul on Ice will create an atmosphere that will cater to the working class and business professionals from all of Detroit. The restaurant will offer a much needed new dining option on Livernois in the Midwest neighborhood by transforming a former motorcycle club. The unique menu, and welcoming space will re-establish a sense of “belonging” for locals and future generations, returning to the Midwest Livernois area.

**New business opening in a new location**

**Total Project Cost:** \$302,550

**Equity:** \$202,550

**Loan:** \$65,000

**Lender:** CDC Small Business Lending

**5. What's Crakin' Detroit**

**\$35,000**

**Owner:** Armond Harris

Black-owned & Resident-owned business

**Address:** 19163 Livernois

**Neighborhood:** Bagley

**District:** 2

**Description:** What's Crakin' is a new neighborhood restaurant offering fresh seafood and seafood boils for dine-in and carry-out. Additionally, the restaurant will bottle and sell its signature sauces.

Taking into consideration the events of the past two years, the restaurant concept pays special attention to industry-leading COVID-19 health and safety protocols. What's Crakin will use their grant to complete their build-out and ensure that the space can maintain operations in a changing business environment.

**New business opening in a new location**

**Total Project Cost:** \$300,000

**Equity:** \$100,000

**Loan:** \$165,000

**Lender:** Detroit Development Fund

**6. Equity Alliance Management**

**\$40,000**

**Owner:** Deanna Stewart

Woman-owned & Black-owned business

**Address:** 6602 Walton

**Neighborhood:** Midwest District

**District:** 6

**Description:** Equity Alliance Management will use their Motor City Match grant to create a community kitchen that offers a grocery store-style shopping food pantry and a place for burgeoning entrepreneurs to



prepare food. Owner Deanna Stewart is committed to building a space that allows neighborhood businesses an opportunity to learn and grow. Additionally, the community kitchen will offer educational classes on nutrition, cooking, as well as a linking residents to resources small business resources. Equity Alliance currently operates an events venue that can host new business projects and generate additional revenue.

**New business opening in a new location**

**Total Project Cost:** \$109,833

**Equity:** \$20,000

**Loan:** \$50,000

**Lender:** Detroit Development Fund

**7. P8 Real Estate Solutions dba Kornr Market**

**\$45,000**

**Owner:** Brinda Devine

Woman-owned & Black-owned business

**Address:** 6224 16th Street

**Neighborhood:** Northwest Goldberg

**District:** 5

**Description:** The vision of owner Brinda Devine is to develop and operate a much needed neighborhood marketplace within the historic Northwest Goldberg neighborhood. Kornr Store will offer "life essentials" - coffee, healthy food and drink options, home and personal goods. In addition, the Kornr Store will activate its outer courtyard to support small community events, provide green space, and offer outdoor wifi. Neighborhood residents and community organizations have expressed their support of the project and are excited to welcome new amenities to the area. Motor City Match will help fund the build out of the marketplace, in collaboration with local lenders funding two residential units in the upper floors of the building.

**New business opening in a new location**

**Total Project Cost:** \$397,395

**Equity:** \$48,000

**Loan:** \$305,000

**Lender:** CDC Small Business Lending

**8. Sugah Please Coffee House 5056 Cass Ave Detroit MI**

**\$45,000**

**Owner:** Wendy Ringo

Woman-owned & Black-owned business

**Address:** 5056 Cass Ave

**Neighborhood:** Wayne State

**District:** 5

**Description:** Sugah Please is a coffee, breakfast, and brunch house opening across the street from Wayne State's main campus. Sugah Please will offer signature coffee, tea, cake shakes, breakfast and lunch items, peach cider and cakes and pies. In addition to serving students, Sugah Please's new location will offer a new Detroit option for many committed customers that make the drive to their existing Novi location. Owner Wendy Ringo was previously awarded a Motor City Match grant that was not disbursed, and in spite of the challenges of the pandemic, has remained committed to completing her project in Detroit.

**Existing business opening an additional location**

**Total Project Cost:** \$257,250

**Equity:** \$26,000

**Loan:** \$186,250

**Lender:** CDC Small Business Lending



### **9. Young Faith Childcare Center \$45,000**

**Owner:** Tiffany Dye

Woman-owned, Black-owned, & Resident-owned

**Address:** 19533 W. 7 mile

**Neighborhood:** Evergreen-Outer Drive

**District:** 1

**Description:** Young Faith Childcare has operated as a home-based business to provide high quality childcare and educational services in the City of Detroit. Each child who enters Young Faith home-based learning facility is granted a premiere educational experience for the most crucial point in their formative years. Owner Tiffany Dye is focused on providing high-quality infant to PreK educational services to children of low-income and working-class families. Tiffany and her family have purchased their building in 2020 and have invested a significant amount of time and capitol into rehabbing the center's first location. Motor City Match will help Young Faith Childcare complete their build-out and purchase furniture, fixtures, and equipment.

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

**Total Project Cost:** \$255,000

**Equity:** \$55,000

**Loan:** \$155,000

**Lender:** SBA, Detroit Development Fund

### **10. Conner Creek Urgent Care \$50,000**

**Owner:** Thierry Desir

Black-owned & Resident-owned business

**Address:** 4777 East Outer Drive

**Neighborhood:** Conner Creek

**District:** 3

**Description:** Conner Creek Urgent Care will help fill an demonstrable need for medical care facilities in the Conner Creek area. This project will be the only urgent care center within 5.1 miles, and will focus on serving low to moderate income families, veterans, geriatric patients, and industrial workers. The facility will operate out of the Conner Creek Health Center and repurpose the former emergency room. Motor City Match will help fund the purchase of equipment and refurbishment of the space.

**New business opening in a new location**

**Total Project Cost:** \$240,869

**Equity:** \$120,000.00

**Loan:** \$70,000

**Lender:** CEED Michigan, Detroit Development Fund

### **11. The Lab Drawer \$50,000**

**Owner:** Alecia Gabriel & Deirdre Robinson

Woman-owned, Black-owned, & Resident-owned

**Address:** 2470 Collingwood

**Neighborhood:** Dexter-Linwood

**District:** 5

**Description:** The Lab Drawer™ is an Ed-Tech monthly subscription box full of cross-functional learning experiences for children ages 10 - 14. Inspired by the look of a chemistry lab drawer, every box includes materials and instructions for a unique STEAM (Science, Technology, Engineering, the Arts & Mathematics) experiment. Each month, children will have the opportunity to learn and experience the



STEAM disciplines and unleash their potential as world future leaders in STEAM. Owner's Deirdre Robinson and Dr. Alecia Gabriel will use their Motor City Match grant to create a space where they can grow their successful mail order business while also offering an in-person experience for Detroit students.

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

**Total Project Cost:** \$125,000

**Equity:** \$25,000

**Loan:** \$50,000

**Lender:** Michigan Women Forward

**12. Cure Nailhouse**

**\$60,000**

**Owner:** Cyndia Robinson

Woman-owned, Black-owned, & Resident-owned

**Address:** 65 Garfield

**Neighborhood:** Midtown

**District:** 6

**Description:** Cure Nailhouse is a social enterprise located in midtown Detroit, that exists to empower the community through the arts, workforce development, and training. Through Nail Craft, a workforce development cosmetology program, Cure will foster economic mobility by dismantling barriers surrounding access to skill-trades opportunities within the beauty industry. Owner Cyndia Robinson is committed to celebrating and uplifting talented nail artists by providing a space for them to thrive and showcase their art, all while introducing an elevated nail experience to the community.

**New business opening in a new location**

**Total Project Cost:** \$625,000

**Equity:** \$65,000

**Loan:** \$500,000

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