



**APPROVAL OF MINUTES OF MAY 22, 2018 MEETING**

RESOLVED, that the minutes of the Regular meeting of May 22, 2018 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.

June 12, 2018

**ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
TUESDAY, MAY 22, 2018 – 8:30 A.M.**

**BOARD MEMBERS PRESENT:** Marsha Bruhn  
Kimberly Clayson  
Linda Forte  
Matthew Roling  
Thomas Stallworth

**BOARD MEMBERS ABSENT:** Maurice Cox (Ex-Officio)  
Chris Jackson  
John Naglick (Ex-Officio)  
Jonathan Quarles  
Vacancy (due to William Ritsema's resignation)  
Vacancy (due to Monique Claiborne's resignation)

**SPECIAL DIRECTORS  
PRESENT:** None

**SPECIAL DIRECTORS  
ABSENT:** Emily Black (I-94 Industrial Park Project)  
Marvin Thomas (I-94 Industrial Park Project)

**OTHERS PRESENT:** Kenyetta Bridges (DEGC/EDC)  
Helen Broughton (DEGC/EDC)  
Cleveland Dailey III (DEGC/EDC)  
Gay Hilger (DEGC/EDC)  
Malinda Jensen (DEGC/EDC)  
Hafsa Khan (DEGC/EDC)  
Paul Kako (DEGC/EDC)  
Glen Long (DEGC/EDC)  
Rebecca Navin (DEGC/EDC)  
Mariangela Pledl (DEGC/EDC)  
Orza Robertson (DEGC/EDC)  
Kelly Shovan (DEGC/EDC)



Economic Development Corporation of the City of Detroit

**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
TUESDAY, MAY 22, 2018  
DETROIT ECONOMIC GROWTH CORPORATION  
500 GRISWOLD, SUITE 2200 - 8:30 A.M.**

**CALL TO ORDER**

Noting that a quorum was present, Chair Forte called the Regular meeting of the Economic Development Corporation Board of Directors to order at 8:35 a.m.

**GENERAL**

**Approval of Minutes**

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the April 24, 2018 Regular Board meeting. With there being no response, the Board took the following action:

On a motion by Ms. Bruhn, seconded by Mr. Roling, Resolution Code EDC 18-05-02-297 was unanimously approved.

**Acceptance of Treasurer's Report**

Ms. Shovan reviewed the Treasurer's Report of Receipts and Disbursements for the month of April 2018 for the benefit of the Board. With there being no questions, the Board took the following action:

On a motion by Mr. Stallworth, seconded by Mr. Roling, Resolution Code EDC 18-05-03-226 was unanimously approved.

**PROJECTS**

**I-94 Industrial Park Project: Site Landscape Maintenance Contract with Grace Management Services, Inc.**

Mr. Dailey advised that as part of its ongoing responsibility for the I-94 Industrial Park Project (the "Project"), the EDC continues to provide landscape maintenance services within the confines of Miller Road (south), St. Cyril (east), Mt. Elliott (west), Huber/Grinnell (north) (the "Project Area"). The landscape services will continue until the Project Area is fully developed.

The EDC staff publicly advertised and issued a Request for Proposal ("RFP") in March 2018 for the performance of landscape maintenance services for the Project. The work

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entails the cleanup of debris throughout the Project Area, as well as edging, grass cutting, and general maintenance of the sixty (60) acres adjoining open thoroughfares within the Project Area (the "Work").

EDC staff received three (3) proposals. The staff has reviewed all proposals and recommends Grace Management Services to provide the Work, as the most responsive bidder. Grace Management Services has a well-documented work history with the EDC, the City of Detroit and other municipalities in performing landscaping and site maintenance on large acreage sites. Grace Management Services bid was Fifty Thousand Five Hundred Ninety-Nine and 00/100 (50,599.00) Dollars per season to perform the Work. This contract is for a two (2) year period, for the 2018 season and 2019 seasons.

EDC staff therefore recommended that the Board authorize EDC staff to negotiate and enter into an agreement with Grace Management Services, Inc. (the "Agreement") in an amount not-to-exceed Fifty Thousand Five Hundred Ninety-Nine and 00/100 (50,599.00) Dollars per season for landscape maintenance services for the 2018 and 2019 seasons.

Finally, the EDC staff recommended additional funds to address unforeseen circumstances for each year in the amount of Seven Thousand Five Hundred Eighty-Nine and 85/100 (7,589.85) Dollars to be included in the authorization.

A resolution was provided for the Board's consideration.

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

On a motion by Mr. Roling, seconded by Mr. Stallworth, Resolution Code EDC 18-05-12-50 was unanimously approved.

**I-94 Industrial Park Project: Request to Approve Construction Contract With V.I.L. Construction for the Georgia Street Road Reconstruction Project**

Mr. Robertson reported that the Economic Development Corporation ("EDC"), in partnership with the City of Detroit is proposing to remove and reconstruct the existing Georgia Street between Mt. Elliott Street and St. Cyril Street as part of the I-94 Industrial Subdivision Redevelopment Project. The approximate length of the proposed road redevelopment (the "Project") section is 2,750 feet. The road was once part of a residential development and was designed to provide vehicular access for residents and associated services. The road has deteriorated and without full reconstruction, it would not support heavy truck movement as it wasn't originally designed for such use.

In support of the Project, the EDC secured a grant from the Economic Development Administration and expects to receive required match funding from the City of Detroit Department of Public Works to sufficiently fund the complete Project. In response, the EDC has solicited proposals from qualified Michigan Department of Transportation approved construction firms necessary to complete the Project. The Construction firm will provide full services to the EDC in conjunction with the City of Detroit Department of Public Works-City Engineering Division. The Project will be constructed over a six (6) month period starting June 2018 through November 2018.

The scope of work for the Project shall generally include:

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1. Removal of all existing street pavement, curbs, sidewalks, signage, and selected utilities within the project area.
2. Installation of a new storm water sewer system within the rights-of-way.
3. Coordination with DTE Energy and the Public Lighting Authority for the removal and replacement of (or parts of) lighting systems within the rights-of-way.
4. Coordination with Conrail and other rail contractors for their reconstruction of the two rail crossings on Georgia [WT1].
5. Installation of new hydrants, traffic signal, limited driveways, concrete street pavement and sidewalks.
6. Installation of limited hot-mix asphalt at road transition areas.
7. Installation of pavement markings and signage within the general project area.
8. Restoration of the disturbed areas with topsoil, seed, and mulch.

The EDC staff issued a Request for Proposals ("RFP"), on March 13, 2018 for construction services. The respondents to the RFP submitted proposals, which were reviewed by the EDC and its engineering team to determine the most responsive firm to complete the scope of work. Proposals were received on April 12, 2018.

The EDC received four (4) responses to the RFP:

V.I.L. Construction (6670 Sims Dr., Sterling Heights)  
Blaze Contracting, Inc. (5640 St. Jean, Detroit)  
Mark Anthony Contracting, Inc. (4844 Old Plank Road, Milford)  
Major Cement Company (15347 Dale Street, Detroit)

The EDC staff reviewed the proposals and determined that the lowest and most qualified proposal from V.I.L. Construction to be most responsive. V.I.L. Construction is a Sterling Heights based contractor with experience in performing the services as described in the scope of work. V.I.L. Construction proposed a **not-to-exceed amount** of Two Million Seven Hundred Three Thousand One Hundred Eighty-Nine and 00/100 (2,703,189) Dollars.

EDC staff requested the EDC Board of Directors to authorize a Professional Services Agreement with V.I.L. Construction to provide the requested services as expressed in the RFP Scope of Services (see Exhibit 1 – Scope) for the not to exceed price of Two Million Seven Hundred Three Thousand One Hundred Eighty-Nine and 00/100 (2,703,189) Dollars.

EDC staff also recommended that an owner's contingency of approximately ten (10) percent of the contract value or Two Hundred Seventy Thousand Three Hundred Eighteen and 00/100 (270,318.00) Dollars be established to be dispersed upon the authorization of any two officers, or any one of the officers and any of the authorized agents of the EDC. A resolution is attached for your consideration.

Mr. Stallworth noted that the selected contractor was not Detroit based and questioned whether they would be subcontracting Detroit firms. Mr. Robertson advised that because this is a Federally funded contract, Executive Orders do not apply; however, he urged V.I.L. Construction to make an honest effort to hire some Detroit workers.

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Ms. Navin reminded the Board that as an agency of the State, we are prohibited under the Michigan Constitution from giving race-based preferences. What the City and we have done to compensate is adopt Executive Orders. However, because this is a Federally funded contract, we are prohibited through the restrictions of Federal funds from providing geographic preference. We must award the contract to the lowest bidder without regard to geographic location, race or other preferences.

Mr. Stallworth questioned how often we have Federal contracts. Mr. Long responded that the I-94 Georgia Street project and the Motor City Match project are the two major projects that are Federally funded right now. Ms. Forte questioned the dollar amount of the funding that comes through the EDC that is Federal funds. Mr. Long stated that Motor City Match is a \$15 million budget and I-94 which has been around about 20 years is \$37 million, which was spent long ago, and out of that is the Georgia Street project which is \$3 million. So we are talking about half of the total budget. The NDC project and the East Riverfront projects are not Federally funded, so we are able to utilize the Executive Orders there.

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

On a motion by Mr. Stallworth, seconded by Ms. Clayson, Resolution Code EDC 18-05-12-51 was unanimously approved.

**Motor City Match/Motor City Re-Store: Personal Services Agreement for Michelle L. Matthews**

Ms. Broughton informed that the Economic Development Corporation (EDC) of the City of Detroit currently administers programs to revitalize Detroit's commercial corridors and grow neighborhood business investment using Community Development Block Grant ("CDBG") funds from the City of Detroit. The EDC entered into a subrecipient agreement with the City (Contract #2899173) to manage and implement these programs for a term ending June 2019.

Motor City Match and Motor City Re-Store are two significant initiatives implemented by DEGC to support commercial corridor revitalization. Motor City Match, which connects new or expanding businesses with Detroit's vacant commercial real estate provides competitive grants, loans and counseling to both building owners and business owners through a quarterly application process. The most recent program, Motor City Re-Store, is a façade improvement program to grow and retain Detroit's existing businesses while improving the physical condition of commercial corridors.

Motor City Match (MCM) has awarded seventy-six (76) Design projects since the inception of the program and, to date forty-three percent (43%) of those who have completed their design award have subsequently moved forward and won a Cash award. MCM awards seven projects per quarter to receive architectural design and construction drawings which prepares the awardees to more accurately estimate the cost of their build-out.

Motor City Re-Store (MCRS) has awarded fifty-two (52) Design awards for the first two rounds of the program. MCRS projects for existing businesses focus on exterior improvements only, therefore the total project size may be smaller than an MCM project however the administrative load for DEGC staff is the same. The volume of awards per

quarter for MCRS is three times larger than MCM. Additional administrative assistance guided by knowledge of development and construction will be invaluable.

While receipt of a design award is not a prerequisite to a cash award, the design track of each program is an obvious pipeline for the cash track and getting new businesses opened and improving the physical condition of commercial corridors. Therefore, EDC staff has identified a need to increase internal resources available to the design award tracks of both programs to better facilitate the awardees progress through their design and move them quickly to the financing stage by increasing customer touches and scheduled check-ins.

In addition, the design and buildings team is launching an initiative to educate and assist new businesses with city licensing and permitting which will be an excellent complement to the work that will be done by the new District Business Liaisons. Our team will also be coordinating with Design Core Detroit on their Commerce Design Initiative which is focused on increasing inclusive, high-quality design in Detroit.

To assist with the above-described efforts, EDC staff recommended a personal services agreement with Michelle Matthews for 1950 hours (average of 37.5 hours per week) at \$38 per hour for a not-to-exceed total contract cost of \$74,100.00 for the term of June 1, 2018 through May 31, 2019. Ms. Matthews has a background including two years of business development with a design-build firm, Virtuoso Design+Build (VDB), which has been contracted to provide services to Motor City Match awardees since inception of the program. Half of the MCM awardees who have selected an architect have chosen VDB for their project and have worked with Michelle. Through her work at VDB she also supported Streetsense consultants on the Retail Market Study for DEGC/EDC in 2017. Ms. Matthews has strong organizational skills, a proactive work style and experience with construction and city permitting.

A resolution was included for the Board's review and consideration.

Ms. Bruhn questioned if staff interviewed anyone else or was she just selected because she was working on the project. Ms. Broughton replied that they saw an exemplary person working with the program and selected her. Ms. Bruhn asked if there was an EDC policy for hiring. Ms. Broughton answered that this is something they have done with other staff in the past. Mr. Roling added that he knows Michelle personally and she is a great person. Ms. Bruhn asked if she will continue to do work for Virtuoso. Ms. Broughton stated that there will be some transition time allotted, but she will be working full time for the EDC.

Mr. Roling asked if our contract prevents EDC from poaching people from them. Ms. Broughton responded no, and explained that the architectural firms are technical service providers so the EDC selects the awardees and the awardees select the architects based on the quality of their work, their responsiveness, their portfolio, and experience, so there isn't an opportunity for any preference.

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

On a motion by Mr. Stallworth, seconded by Ms. Clayson, Resolution Code EDC 18-05-91-66 was unanimously approved.

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**Motor City Re-Store Program: Recommendations for Round 3 Business Awards**

Ms. Khan advised that on November 28, 2017, the EDC's Motor City Re-Store program began accepting applications for Round 3 Design and Construction Track Awards. Motor City Re-Store is a matching façade grant program for existing businesses in Detroit. The table below describes the levels of award and qualifications.

	<b>Awards</b>	<b>Awardees must have:</b>
<b>CONSTRUCTION AWARD</b>	<ul style="list-style-type: none"><li>• Up to \$25,000 matching grant per winner</li><li>• Refer to lending partners for financing</li><li>• \$2m year</li></ul>	<ul style="list-style-type: none"><li>• An existing business in the city of Detroit</li><li>• A plan for improvements</li><li>• Funds ready for investment</li></ul>

	<b>Awards</b>	<b>Awardees must have:</b>
<b>DESIGN AWARD</b>	<ul style="list-style-type: none"><li>• Up to \$10,000 in architectural TA per winner</li><li>• Access to design professionals</li><li>• Refer to lending partners for financing</li></ul>	<ul style="list-style-type: none"><li>• An existing business in the city of Detroit</li></ul>

When applications closed on January 8, 2018, Motor City Re-Store had received 83 applications for Round 3.

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

- Foundation -funded "Construction" award track receiving cashback grants and financing assistance
- CDBG-Funded "Design" award track receiving cost-shared architectural design, permitting and bidding assistance for pre-development; and connection to financing assistance as needed.

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

1. The business is incorporated and has a registered EIN and DUNS prior to receiving a grant award
2. The business is located in and wishes to remain in Detroit for at least five years
3. The business is majority-owned by a person who is at least 18 years or older
4. The business and all owners are in good standing with the City of Detroit, State of Michigan and IRS, and
5. The business is not part of a franchise.



Second, staff sorted applications into appropriate award tracks and reviewed all applications to determine finalists. Finalist applicants were identified as follows:

- “Design” track applicants are existing Detroit business needing CDBG-funded architectural design assistance. Finalists were selected based on eligibility and feasibility of their project. In total, sixty-four (64) “Design” finalists were selected.
- “Construction” track applicants have signed and sealed construction drawings or ready-to-bid projects that do not require construction drawings. Finalists were selected based on eligibility and feasibility of their project. In total, eight (8) finalists were selected.

Third, a team of staff evaluated finalist applications based on seven criteria. “Construction” and “Design” applications were scored on a scale of 1-100. Selection criteria are as follows:

1. Vision and plan
2. Experience
3. Market support
4. Community benefit
5. Leverage
6. Age of Business

Based on the evaluations, EDC staff recommends:

- Thirty-six (36) awardees for “Design” presented in Exhibit A: CDBG-funded “Design” awards estimated at \$360,000.
- Six (6) “Construction” awardees presented in Exhibit A:
- Foundation-Funded “Construction” awards estimated at \$114,080 for an approval amount not to exceed \$150,000.
- Total estimated investment is \$474,080.

EDC staff will connect awardees with architects to deliver services to “Design” awardees per the CDBG procurement processes. EDC staff will connect awardees to construction professionals to deliver services to “Construction” awardees if needed.

The EDC will enter into grant agreements with Round 3 Motor City Re-Store awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

Ms. Khan reviewed the list of six construction awardees for the benefit of the Board and responded to questions.

A resolution approving the staff’s recommendation of “Design” and “Construction” awardees was included for the Board’s consideration.

Mr. Roling opined that he can’t imagine a car dealership as being the intended recipient of an award. Ms. Khan replied that Jefferson Chevrolet has been located in that

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neighborhood for over 80 years and are definitely a staple in that area, which is one reason they were selected, in addition to their vision. Mr. Roling said that it just doesn't intuitively feel that the type of business imagined for the awards, but he knows they can't be excluded.

Mr. Stallworth asked why, geographically, there wasn't more disbursement. Ms. Khan explained that they received a total of eight construction applicants. Staff evaluated their design and vision for what they wanted to do, and decided it would be better to have them in the design tract. There were five left and emphasis was placed on the design and how it would look from the pedestrian point of view, rather than the location. Mr. Stallworth stated that he is not being critical of the selection, but rather, trying to understand the flow of the awardees and making sure that the program is having impact across the city. Ms. Forte said that her understanding is that Exhibit B is kind of a "pipeline" for the possibility of future awards, and it would be helpful to add the district number there also, so that the Board can see what will be coming down the pipe.

Ms. Broughton added that one thing she didn't mention is that they are working with Design Core out of Center for Creative Studies on the design initiative and all of the work they are doing about Detroit being a city of design. We are very intent on getting good looking results at the end, so we are encouraging as many people as we can to go through the design process and have a professional work with them to do that so that they can get their desired end result.

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

On a motion by Mr. Stallworth, seconded by Ms. Clayton, Resolution Code EDC 18-05-91-65 was unanimously approved.

#### **ADMINISTRATION**

#### **OTHER MATTERS**

#### **PUBLIC COMMENT**

#### **ADJOURNMENT**

With there being no further business to come before the Board, Ms. Forte adjourned the meeting at 9:14 a.m.



**APPROVAL OF MINUTES OF APRIL 24, 2018 REGULAR MEETING**

RESOLVED, that the minutes of the Regular meeting of April 24, 2018 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.

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**ACCEPTANCE OF TREASURER'S REPORT FOR APRIL 2018**

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending April 30, 2018, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

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**I-94 INDUSTRIAL PARK PROJECT: SITE LANDSCAPE MAINTENANCE--CONTRACT WITH GRACE MANAGEMENT SERVICES, INC.**

WHEREAS, the Economic Development Corporation ("EDC") provides landscape maintenance services for the I-94 Industrial Park Project; and

WHEREAS, the EDC publicly advertised and issued a Request for Proposal ("RFP") in March 2018 for the performance landscape maintenance services for the 2018 and 2019 seasons; and

WHEREAS, such services would entail the cleanup of debris throughout the general confines of Miller Road (south), St. Cyril (east), Mt. Elliott (west), Huber/Grinnell (north) (the "Project Area"), and edging, grass cutting, and general maintenance of the 60 acres adjoining open thoroughfares within the Project Area (the "Work"); and

WHEREAS, upon reviewing the responses to the RFP, the EDC staff determined that Grace Management Services, Inc. was the most responsive bidder with a total bid amount of Fifty Thousand Five Hundred Ninety-Nine and 00/100 (50,599.00) Dollars per season; and

WHEREAS, EDC staff recommends that the Board authorize EDC staff to negotiate and enter into an agreement with Grace Management Services, Inc. (the "Agreement") in an amount not-to-exceed exceed Fifty Thousand Five Hundred Ninety-Nine and 00/100 (50,599.00) Dollars for each of the 2018 and 2019 seasons; and

WHEREAS, EDC staff also recommends that additional funds to address unforeseen circumstances (an "Owner's Contingency") in the amount of Seven Thousand Five Hundred Eighty-Nine and 85/100 (7,589.85) Dollars per season be allocated for similar landscape maintenance services within the Project Area;

NOW, THEREFORE, BE IT RESOLVED, the EDC Board of Directors hereby authorizes negotiation and execution the Agreement in an amount not-to-exceed exceed Fifty Thousand Five Hundred Ninety-Nine and 00/100 (50,599.00) Dollars per season to perform the landscape maintenance services for the 2018 and 2019 seasons;

BE IT FURTHER RESOLVED, that the EDC Board of Directors hereby authorizes an Owner's Contingency for the Agreement in the amount of Seven Thousand Five Hundred Eighty-Nine and 85/100 (7,589.85) Dollars per season;

BE IT FURTHER RESOLVED that the EDC Board of Directors hereby authorizes any two officers of the EDC (the "Officers"), or any one of the Officers and any individual authorized to act on behalf of the EDC (the "Authorized Agents"), or any two of the Authorized Agents of the EDC to negotiate and execute any and all documents necessary 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 of 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.

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**I-94 INDUSTRIAL PARK PROJECT: SUBDIVISION REDEVELOPMENT PROJECT--  
REQUEST TO APPROVE CONSTRUCTION CONTRACT WITH V.I.L. CONSTRUCTION  
FOR THE GEORGIA STREET ROAD RECONSTRUCTION PROJECT**

WHEREAS, EDC staff wants to provide the following to the Georgia Street road reconstruction project (the "Project"): the removal of all existing street pavement, curbs, sidewalks, signage, and selected utilities in the area on Georgia Street between Mt. Elliot Street and St. Cyril Street (the "Project Area"); the installation of a new storm water sewer system within the rights-of-way; coordination with DTE Energy and the Public Lighting Authority for the removal and replacement of (or parts of) the lighting systems within the rights-of-way; coordination with Conrail and other rail contractors for their reconstruction of the two rail crossings on Georgia [WT2]; installation of new hydrants, traffic signals, limited driveways, concrete street pavement, and sidewalks; installation of limited hot-mix asphalt at road transition areas; installation of pavement markings and signage within the general Project Area; restoration of the disturbed areas with topsoil, seed, and mulch to the; and

WHEREAS, EDC staff determined that it is necessary to obtain construction services to perform the scope of work described in Exhibit A attached hereto; and

WHEREAS, on March 13, 2018 the EDC staff issued a Request for Proposals (RFP) for Construction Services; and

WHEREAS, EDC staff received four (4) bids April 12, 2018, reviewed the proposals, and has recommended the Construction firm of V.I.L. Construction for the Project; and

WHEREAS, the EDC Board determined that the staff recommendation is reasonable and consistent with the scope of work for the Project; and

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors hereby authorizes the negotiation and execution of an Professional Services Agreement with V.I.L. Construction to perform the construction services for the Project in a manner consistent with the RFP for a contract-not-to exceed amount of Two Million Seven Hundred Three Thousand One Hundred Eighty-Nine and 00/100 (2,703,189.00) Dollars.

BE IT FURTHER RESOLVED that the EDC Board of Directors hereby authorizes the allocation of additional funds to address requirements for unforeseen conditions (an Owner's Contingency) in the amount of Two Hundred Seventy Thousand Three Hundred Eighteen and 00/100 (270,318.00) Dollars to be expended at the direction of any two officers of the EDC (the "Officers") or any one of the Officers and any individual authorized to act on behalf of the EDC (an "Authorized Agent"), or any two Authorized Agents of the EDC.

BE IT FURTHER RESOLVED that the EDC Board of Directors hereby authorizes any two Officers, or any one of the Officers and any of the Authorized Agents or any two Authorized Agents of the EDC to negotiate and execute any and all documents necessary to implement the provisions and intent of this resolution, including but not limited to change orders for use of Owner's Contingency funds.

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.

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**MOTOR CITY MATCH/ MOTOR CITY RE-STORE: PERSONAL SERVICES AGREEMENT FOR MICHELLE MATTHEWS**

**WHEREAS**, The Economic Development Corporation of the City of Detroit ("EDC"), has developed a small business and commercial corridor revitalization program (the "**Program**") at the request of the City of Detroit (the "**City**") Mayor's Office.

**WHEREAS**, EDC staff recommends a Personal Services Agreement (PSA) with Michele Matthews for architectural and design Services that will provide for 1,950 hours at an hourly rate of \$38.00/hr for an amount not to exceed additional Seventy-Four Thousand One Hundred and 00/100 (\$74,100.00) for the term of June 1, 2018 through May 31, 2019; and

**WHEREAS**, the EDC Board of Directors has determined that Staff's recommendation is appropriate and within the best interests of the Program.

**NOW THEREFORE BE IT RESOLVED**, that the EDC Board of Directors hereby authorizes the negotiation and execution of a PSA with Michele Mathews to provide the requested services for the not-to-exceed amount of Seventy-Four Thousand One Hundred and 00/100 (\$74,100.00).

**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 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 execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

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**MOTOR CITY RE-STORE: ROUND 3 AWARDS**

WHEREAS, EDC staff has completed due diligence and evaluation for applications ("Applications") in the third round ("Round 3") of the Motor City Re-Store Program; and

WHEREAS, the EDC staff has provided recommendations to the Board, to receive grant investment subject to EDC Board approval; and

WHEREAS, the EDC Board has determined that the staff recommendation is reasonable and consistent with the Motor City Re-Store program; and

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 3 evaluation process, and approves the Applications that have been recommended for Motor City Re-Store "Construction" awards, attached hereto as Exhibit A and "Design" awards, attached hereto as Exhibit B.

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 "Construction" awards total less than \$500,000) be repurposed and distributed in future rounds. In such cases, Staff would have the authority to recommend more than \$500,000 in awards in future rounds, subject to the approval of the Board.

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.

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## Exhibit A

### Recommended "Construction" Awardees

- 1. Beautiful Bridal**  
**Estimated Construction Award:** \$21,600  
**Owners:** Vallery Hyduk and Keasha Rigsby  
**Location:** 2921 E. Jefferson Ave., in Elmwood Park (District 5)  
**Description:** Beautiful Bridal is a high end bridal boutique that sells wedding gowns, veils, and bridal accessories. The business is co-owned by two female partners, one of whom is Keasha Rigsby, host of *Say Yes to the Dress*. The business is a minority, women, and Detroit resident owned. It has been operating in the Bagley Mansion for two years.  
**Scope:** With their Re-Store matching grant, Beautiful Bridal will install a permanent sign, and repair the façade of their historic building with masonry work and tuckpointing.
- 2. Kan Bookstore**  
**Estimated Construction Award:** \$25,000  
**Owner:** Jamii Tata  
**Location:** 9405 John R St., in North End (District 5)  
**Description:** Kan Bookstore is a co-op bookstore that brings together the work of Michigan authors and artists to sell in North End. The business is minority owned, and has been operating for one year.  
**Scope:** Kan Bookstore will receive exterior improvements along with 5 other tenants in their building. The improvements will include corrugated metal siding, awnings, signage and decorative lighting, landscaping, storm water drainage within the sidewalks and green improvements such as solar safety lighting. Murals, bicycle racks, and exterior seating areas for business patrons and the public are also part of the plans.
- 3. R66 Consulting & Publishing**  
**Estimated Construction Award:** \$25,000  
**Owner:** Kai Cassells  
**Location:** 9417 John R St., in North End (District 5)  
**Description:** R66 is a health and wellness consulting agency that provides individual and group programs focusing on vitality, strength and overall wellbeing. Services include food sensitivity training; strategic meal planning; and ongoing nutritional planning. The business is minority, female, and Detroit resident owned. It has been operating for one year.  
**Scope:** R66 Consulting and Publishing will receive exterior improvements along with 5 other tenants in their building. The improvements will include corrugated metal siding, awnings, signage and decorative lighting, landscaping, storm water drainage within the sidewalks and green improvements such as solar safety lighting. Murals, bicycle racks, and exterior seating areas for business patrons and the public are also part of the plans.
- 4. Rite On**  
**Estimated Construction Award:** \$15,380  
**Owner:** Saied A Salem  
**Location:** 6935 Michigan Ave., in Claytown (District 6)

**Description:** Rite On is a car dealership specializing in good quality, pre-owned vehicles. New cars are also available. Rite On helps customers with credit barriers get approved for loans. This business is minority owned, and has been operating for seventeen years.

**Scope:** Rite On is seeking funds to install a new sign, repave their parking lot, add landscaping and an ADA accessible ramp. They also seek to improve fencing that faces a high-traffic commercial corridor.

**5. Third Wave Music**

**Estimated Construction Award:** \$2,100

**Owner:** Jen David

**Location:** 4625 Second Ave., in Midtown (District 6)

**Description:** Third Wave Music is a full-service music store that sells instruments, provides repair services, lessons, and consignment to Detroit's musicians. The business is woman owned, and has been operating for one year.

**Scope:** With the Re-Store matching grant, Third Wave will add seasonal outdoor seating; an awning, lighting, and sidewalk signage.

**6. Jefferson Chevrolet DBA Trader Ray Tire Center**

**Estimated Construction Award:** \$25,000

**Owner:** Brian Tellier

**Location:** 2130 E. Jefferson Ave., in Rivertown (District 5)

**Description:** Trader Ray Tire Center is an auto dealership selling new and used cars, and providing auto service. The business has been operating in its current location for eighty-one years, and is Detroit resident owned.

**Scope:** Trader Ray Tire Center is seeking funds to repaint the building, rebuild missing concrete, and resurface masonry work.

**Exhibit B**

**Recommended "Design" Awardees**

<b>Business Name</b>	<b>Business Type</b>	<b>Neighborhood</b>	<b>Estimated Award</b>
7 Mile Community Outreach	Adult care facility	Greenwich	\$10,000.00
21st Century Salon	Hair and barbershop	Bagley	\$10,000.00
2930 E. Jefferson	Law firm	Rivertown	\$10,000.00
Always Brewing Detroit	Coffee shop	North Rosedale Park	\$10,000.00
Amore da Roma	Italian restaurant	Eastern Market	\$10,000.00
Andrews & Hardy Funeral Home	Funeral home	Franklin	\$10,000.00
Arthur J. Rohde & Company	Rental office suits	Elmwood Park	\$10,000.00
Auntie Betty's Cafe	Soul food restaurant	Minock Park	\$10,000.00
Beverage One	Convenience store	North Rosedale Park	\$10,000.00
Cadillac Styles Beauty and Barbershop	Beauty salon and barbershop	East Village	\$10,000.00
Detroit Boiler Company	Install and repair boilers	Islandview	\$10,000.00
Detroit Design Center	Event and gallery space	Midtown	\$10,000.00
Detroit Martial Arts Institute	Martial arts and after-school facility	Greenwich	\$10,000.00
Dino's Cafe	Restaurant and bar	Central Southwest	\$10,000.00
Flowers of Vietnam	Vietnamese restaurant	Southwest	\$10,000.00
Happy To Be Nappy Salon	Hair salon and spa	Bagley	\$10,000.00
Jo's Gallery	Art gallery focused on African American artists	Sherwood Forest	\$10,000.00
Liberal Arts Gallery	Art gallery	McDougall-Hunt	\$10,000.00
Liberty Pharmacy	Convenience store and pharmacy	Central Southwest	\$10,000.00
Maty's African Restaurant	Senegalese restaurant	Oak Grove	\$10,000.00
Micah's Salon and Boutique	Natural hair care salon	Sherwood Forest	\$10,000.00
Motor City Snack Shoppe	Ice cream shop	College Park	\$10,000.00
Motor City Wine Bar	Wine bar and shop	Corktown	\$10,000.00
Mike's Fresh Market	Supermarket	Bagley	\$10,000.00
Old Redford Kitchen Cafe	Café with international foods	Oak Grove	\$10,000.00
Pages Bookshop	Independent bookshop	North Rosedale Park	\$10,000.00
Patterson Dog & Cat Hospital	Veterinary hospital	Woodbridge	\$10,000.00
Qureshi Wholesale	Wholesale grocery distributor	Buffalo Charles	\$10,000.00
Rabaut's Cafe	Cafe	Cornerstore Village	\$10,000.00
Reshmi Sweet & Café	Bangladeshi restaurant	Buffalo Charles	\$10,000.00
Royal Fresh Market	Supermarket	Rosedale Park	\$10,000.00
Transforming Salon	Barbershop and salon	Joy Community	\$10,000.00
The Lockeroom	Bar and restaurant	University District	\$10,000.00
Three Brothers Party Store	Liquor store and grocer	Franklin Park	\$10,000.00
V+F Collision	Towing company	Warrendale	\$10,000.00
Vernor Express Liquor Store	Convenience store	Hubbard Farms	\$10,000.00
<b>Total</b>			<b>\$360,000.00</b>