



APPROVAL OF MINUTES OF JANUARY 10, 2017 MEETING

RESOLVED, that the minutes of the Regular meeting of January 10, 2017 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

February 14, 2017

**ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
TUESDAY, JANUARY 10, 2017 – 8:30 A.M.**

BOARD MEMBERS PRESENT: Marsha Bruhn
Monique Claiborne
Kimberly Clayson
Linda Forte
Chris Jackson
Matthew Roling
Thomas Stallworth

BOARD MEMBERS ABSENT: Maurice Cox (Ex-Officio)
Jonathan Quarles
John Naglick (Ex-Officio)
William Ritsema

**SPECIAL DIRECTORS
PRESENT:** None

**SPECIAL DIRECTORS
ABSENT:** Raeburn King (Springwells Industrial Park Project)
Lisa Randon (Tiger Stadium Property Redevelopment)

OTHERS PRESENT: Michael Forsyth (DEGC/EDC)
Gay Hilger (DEGC/EDC)
Malinda Jensen (DEGC/EDC)
Jennifer Kanalos (DEGC/EDC)
Glen Long, Jr. (DEGC/EDC)
Rebecca Navin (DEGC/EDC)
Orza Robertson (DEGC/EDC)
Will Tamminga (DEGC/EDC)
Adrienne Zeigler (DEGC/EDC)

**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION
 BOARD OF DIRECTORS REGULAR MEETING
 TUESDAY, January 10, 2017
 DETROIT ECONOMIC GROWTH CORPORATION
 500 GRISWOLD, SUITE 2200 - 8:30 A.M.**

CALL TO ORDER

Noting that a quorum was present, Chairman Forte called the Regular meeting of the Economic Development Corporation Board of Directors to order at 8:34 a.m.

GENERAL

Approval of Minutes

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the October 25, 2016 Regular Board meeting. Hearing none, the Board took the following action:

On a motion by Mr. Stallworth, seconded by Mr. Roling, Resolution Code EDC 17-01-02-275 was unanimously approved.

Ms. Forte advised that she was going to skip ahead to the Projects section of the agenda, start with the Motor City Match items, and then go back to the Treasurer's Report and the other project items.

PROJECTS

Motor City Match Recommendation for Round 6 Business Awards

Mr. Forsythe explained that on September 1, 2016, the EDC's Motor City Match program began accepting applications for Round 6 of the Business Owner Application Track. The Business Owner Application Track is for businesses from Detroit and around the world that are looking to start or expand in Detroit. The table below describes the levels of award and qualifications.

		Awards	Awardees must have:
TECHNICAL ASSISTANCE	BUSINESS PLAN	<ul style="list-style-type: none"> • Up to 50 winners • Free business planning class 	<ul style="list-style-type: none"> • A great idea
	SPACE	<ul style="list-style-type: none"> • Up to 25 winners each round • Match making with top real estate • Financial planning assistance 	<ul style="list-style-type: none"> • A great idea • A great business plan

	DESIGN	<ul style="list-style-type: none"> • Up to 7 winners each round • Design/build assistance • Priority permitting • Financial planning assistance 	<ul style="list-style-type: none"> • A great idea • A great business plan • Space secured
FINANCIAL ASSISTANCE	CASH	<ul style="list-style-type: none"> • Up to 10 winners each round • Up to \$100,000 matching grant per winner • Grants match your cash dollar-for-dollar. • \$500,000 in grants per round for building and business owners • Pitch to lending partners for financing 	<ul style="list-style-type: none"> • A great idea • A great business plan • Space secured • A plan for build-out • Funds ready to investment

When applications closed on October 1, the EDC had received over 260 business applications (“Application”). Motor City Match had previously received over 1800 applications for Rounds 1, 2, 3, 4 and 5 business applications.

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

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

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

1. The business is incorporated and has a registered EIN and DUNS prior to receiving a grant award
2. The business wishes to locate in Detroit for at least two years
3. The business is majority-owned by a person who is at least 18 years or older
4. The business and all owners are in good standing with the City of Detroit, State of Michigan and IRS, and

5. The business is not part of a franchise.

Second, staff sorted applications into various award tracks and reviewed eligible business applications. Applicants were evaluated by staff as follows:

- “Business Plan” applicants have great business ideas but haven’t formulated a business plan yet or need help strengthening their business plans before pursuing space. In total, ninety-five (95) Business Plan applications were evaluated by staff and juror review.
- “Space” applicants are actively looking for space. These business applicants are either new business ventures that have a solid business plan or they are existing businesses with a track record of success and a plan to grow it. In total, fifty-six (56) Space applications were evaluated by staff and juror review.
- “Design” applicants have great business plans and have secured a space but need help planning for renovations. In some cases, these businesses are tenants; in other cases, these businesses own the building they plan to open their business in. In total, twenty-nine (29) Design applications were evaluated by staff, from which fourteen (14) were selected as finalists for juror review.
- “Cash” applicants have a location secured, a plan for build-out and strong understanding of the money needed to start their business and complete renovations at the space. In total, eighty-three (83) Cash applications were evaluated by staff, from which thirty-seven (37) were selected as finalists for juror review.

Third, a team of outside jurors evaluated finalist applications based on five criteria. “Business Plan” applications were initially reviewed by a team of business planning service providers, as well as members of the Motor City Match staff. “Space” finalists were reviewed by a team of community stakeholders from across various parts of the city and “Design” and “Cash” finalists were reviewed by a team of lenders. “Business Plan” applications were only scored using the thumbs up/thumbs down voting technique after reviewing the five criteria. “Space”, “Design”, and “Cash” applications were scored on a scale of 1-100. Each of the five criteria is worth 20 points to contribute to the 100-point score. Selection criteria are as follows:

1. Vision and plan
2. Experience
3. Market support
4. Community support
5. Leverage

Finally, “Cash” finalists were required to submit supplemental information as follows:

“Cash” finalists submitted comprehensive financial information, including a standard loan application and personal financial statement. Motor City Match staff compiled this supplemental information to determine the financial need, equity investment and “financial gap” for each business. Next, Motor City Match staff met with a team of six local

Community Development Financial Institution (CDFI) lending partners on December 21, 2016 to determine grant and loan investment required to fill the “financial gap” on each project. CDFI partners include Invest Detroit, Detroit Development Fund, Capital Impact Partners, LISC, Michigan Women’s Foundation and Detroit Micro-Enterprise Fund. CDFI partners made commitments to explore lending the balance of the financial gap based on recommended grant investment from Motor City Match. Motor City Match staff used lender interest, participant scores, supplemental information and readiness to accept additional investment to determine “Cash” awardees and associated grant investment.

Finally, staff compiled juror scores to identify top ranking candidates for awards.

EDC staff recommended:

- Fifty (50) “Business Plan” awardees for business planning, as presented in Exhibit A.
- Twenty-Six (26) “Space” awardees for site selection, as presented in Exhibit B.
- Eight (8) “Design” awardees, as presented in Exhibit C.
- Fifteen (15) “Cash” awardees to receive a total of \$600,000 in grant investment, as described on Exhibit D¹.

EDC staff anticipates contracting with independent business planning service providers to deliver business planning training. EDC anticipates that Build Institute and LifeLine will provide business planning training for up to 50 Round 6 Motor City Match “Business Plan” awardees.

EDC staff will facilitate one-on-one match making between top ranking businesses and building owners recognized as “Space” awardees. Match making services will include open houses and networking sessions between business owners and building owners. In addition, technical assistance will include expert guidance on leasing, financial planning and assessing market opportunities.

EDC staff will hire contractual professional architecture, engineering and construction providers to deliver design-build assistance to eight (8) Round 6 Motor City Match “Design” awardees.

The EDC will enter into grant agreements with Round 6 Motor City Match “Cash” awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

A resolution approving the staff’s recommendation of “Business Plan”, “Space” “Design” and “Cash” awardees was contained in the Board material for consideration.

Mr. Forsyth added that he would like to disclose two conflicts of interest that were discovered during the due diligence process for the “Cash” awardees. Teresa Singleton of Tiki’s Treasures is an employee of the City of Detroit Fire Department, and Ron Scott,

¹ Motor City Match aims to award \$500,000 in grants every quarter. In Round 5, Motor City Match awarded only \$300,000. Therefore, additional grant funds are available to support a total of \$600,000 in grants for Round 6.

a shareholder in SavahhahBlue, is a DEGC/DEGA Board member. Further due diligence will be done to determine whether or not the Program Guidelines need to be amended.

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

On a motion by Mr. Stallworth, seconded by Mr. Jackson, Resolution Code EDC 17-01-91-30 was unanimously approved.

Motor City Match Recommendation for Round 6 Building Awards

Mr. Forsyth advised that on September 1, 2016, the EDC’s Motor City Match program began accepting applications from interested building owners for Round 6 of the Building Application Track (“Round 6”). The Building Application Track is for Detroit property owners with a vacant space looking for quality new tenants. Awards include pre-development assistance, marketing and tenant recruiting. Properties that are matched with businesses are considered for grants, financing and priority permitting. The table below describes the levels of award and qualifications.

		Awards	Awardees must:
TECHNICAL ASSISTANCE	SPACE	<ul style="list-style-type: none"> Listed as an available property viewable by hundreds of Business Competition candidates. Top 25 scoring buildings will be marketed as a “top destination for new business” Pre-development building assessment Matchmaking with top businesses 	<ul style="list-style-type: none"> Be current and compliant Judged most feasible for business
	DESIGN	<ul style="list-style-type: none"> Up to 7 awardees each round across both the building and business tracks Design/build assistance Priority permitting Financial planning assistance 	<ul style="list-style-type: none"> Be current and compliant Judged most feasible for business Have a tenant secured
FINANCIAL ASSISTANCE	CASH	<ul style="list-style-type: none"> Up to 10 awardees each round across both the building and business tracks Up to \$100,000 matching grant per winner \$500,000 in grants per round for building and business owners Pitch to lending partners for financing 	<ul style="list-style-type: none"> Be current and compliant Judged most feasible for business Have a tenant secured Have a plan for building renovations Have funds ready for investment

When applications closed on October 1, 2016, the EDC had received 58 applications (“Application”) for spaces all across the city of Detroit. An Application refers only to a single tenantable space within a property. One property may have submitted multiple Applications and the properties may have previously matched but have lease-able space.

Staff completed the following due diligence and evaluation process:

- Verified that the space referenced in the Application is current and compliant on property taxes, tickets, and water bills.

- Conducted a professional building assessment.

Each Application was evaluated and scored on a scale of 1-100 as follows:

- Each of the following factors contributed up to 20 points: (1) Building characteristics and vision; (2) Building conditions; (3) Community and market support; (4) Leverage; and (5) Compliance.
- Evaluations were conducted both by EDC staff and a community review panel organized by City Council district.
- EDC staff and community panel scores were averaged together to achieve the final score for building characteristics and vision, community and market support, and leverage.
- The score for building conditions was derived directly from the professional building assessment conducted by PSI as well as self-reported data from the property owner.
- The score for compliance was derived based on the payment of taxes, water bills, and tickets.

The results of the due diligence and evaluation process are the following:

- Of the fifty-eight (58) applications considered for Round 6, thirty (30) applications were deemed ineligible because of condition or compliance. In total, twenty-eight (28) eligible Building Applications were considered for Round 6 awards.
- Twenty-two (22) building applications indicated they had space available for lease. These building owners are recommended to receive "Space" awards to assist with marketing their property and recruiting tenants.

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

- Based on eligible applications and review of scores, EDC staff recommends the following Round 6 Building Owner Awards:
 - **Space awards.** Twenty-two (22) properties are recommended to receive Space awards as presented in Exhibit A, which includes marketing, a professional building assessment, real estate tours and other matchmaking activities with top Motor City Match business applicants. These top scoring buildings are recommended to receive "Top Property" designation to assist with marketing and tenant recruiting.
 - **Design Awards.** Eight (8) properties are recommended to receive "Design" awards in partnership with their tenants presented in Exhibit B, which

includes architectural technical assistance for tenant build-out and building renovations. The Motor City Match Committee of the Economic Development Corporation is recommended to approve these eight awards to businesses².

EDC staff requested that the EDC Board of Directors accept the current results of the Round 6 Building Application evaluation process, confirming the Applications that have been awarded "Space" and "Design" awards.

A resolution was included in the Board material for consideration.

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

On a motion by Mr. Stallworth, seconded by Mr. Jackson, Resolution Code EDC 17-01-91-31 was unanimously approved.

Small Business and Commercial Corridor Revitalization Program: Community Development Block Grant Consultant Services

Mr. Forsyth advised 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 December 31, 2017.

The first part of this initiative is Motor City Match, which connects new or expanding businesses with Detroit's vacant commercial real estate. The program provides competitive grants, loans and counseling to both building owners and business owners through a quarterly application process.

In 2017, the EDC anticipates launching a new façade improvement program to grow and retain Detroit's existing businesses while improving the physical condition of commercial corridors. The EDC anticipates that the new program will follow a format similar to Motor City Match.

The EDC solicited bid proposals on November 21, 2016 for CDBG consultant services for the small business development and commercial corridor revitalization programs. The basis for EDC contract awards were based on federal procurement policies set forth in 24 CFR 85.36. More specifically, this solicitation was made pursuant the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1.

EDC staff received four (4) proposals to the solicitation.

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

Staff reviewed all proposals and recommended Hennessey Engineers, Inc. to provide the Work, as the most responsive bidder. Hennessey Engineers brings over 40 years of experience and knowledge of municipal federal program management. Highlights include Hennessey's leadership role in managing Wayne County's CDBG program for 34 communities and 5 non-profits. They managed over 200 projects yearly from eligibility to IDIS reporting and administered the program for 50% of the allowed administrative cost while increasing spending by 50%. Hennessey is currently working with the City of Detroit to form the new Office of Grants Management, which involves creating centralized management, monitoring and reporting of all the City's grants to increase transparency and efficiency of spending. Hennessey's blended hour rate for the project was calculated at \$112.00. Overall, Hennessey offered the best combination of approach, experience and price.

The EDC staff requested authorization from the Board to enter into a Professional Services Agreement between Firm and EDC in an amount that will not-to-exceed the "small purchase procedure" cap of One Hundred Fifty Thousand and 00/100 (\$150,000.00) per 24 CFR 85.36(d)1 to provide the proposed Work in accordance with the EDC's Request for Proposal dated November 21, 2016. Work performed will include 1) advise program design and feasibility within the CDBG framework and 2) design and execute CDBG reporting protocols.

A resolution was included in the Board material for review and approval.

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

On a motion by Mr. Roling, seconded by Ms. Clayson, Resolution Code EDC 17-01-91-32 was unanimously approved.

Small Business and Commercial Corridor Revitalization Program: Legal Services

Mr. Forsyth advised that as part of the new façade improvement program previously mentioned, the EDC solicited bid proposals on November 21, 2016 for legal advisory and review services for small business development and commercial corridor revitalization programs. The basis for EDC contract awards were based on federal procurement policies set forth in 24 CFR 85.36. More specifically, this solicitation was made pursuant the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1.

EDC staff received three (3) proposals.

Staff reviewed all proposals and recommended Clark Hill to provide the Work, as the most responsive bidder. Clark Hill is a full-service law firm headquartered in Detroit that serves clients in all areas of business legal services, government and public affairs and personal legal services. Clark Hill is experienced in the applications of Community Development Block Grant funds both for the City of Detroit and for sub-recipients of the City of Detroit. For the City of Detroit, Clark Hill worked with HUD and City officials to address technical assistance needs and special grant conditions for City of Detroit HUD-based programs. Clark Hill has also assisted several sub-recipients of City CDBG funds on issues such as real estate development, real property acquisition, compliance and reimbursement. Clark Hill bid a blended hour rate of \$300.00. Overall, Clark Hill offered the best combination of approach, experience and price.

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The EDC staff requested authorization from the Board to enter into a Professional Services Agreement between Firm and EDC in an amount that will not-to-exceed the "small purchase procedure" cap of One Hundred Fifty Thousand and 00/100 (\$150,000.00) per 24 CFR 85.36(d)1 to provide the proposed Work in accordance with the EDC's Request for Proposal dated November 21, 2016. Work performed will include 1) program process review and counsel and 2) review, revision and development of legal documents.

The resolution was included in the Board material for review and approval.

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

On a motion by Ms. Clayson, seconded by Mr. Jackson, Resolution Code EDC 17-01-91-33 was unanimously approved.

Small Business and Commercial Corridor Revitalization Program: Branding and Website Development Services

Mr. Forsyth stated that the EDC solicited bid proposals on November 21, 2016 for branding and website development services for the small business development and commercial corridor revitalization programs. This includes branding and website development for the new façade improvement program, as well as maintenance of the Motor City Match brand and website assets. The basis for EDC contract awards were based on federal procurement policies set forth in 24 CFR 85.36. More specifically, this solicitation was made pursuant the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1.

EDC staff received five (5) proposals. Staff has reviewed all proposals and recommends Media Genesis, Inc. to provide the work as the most responsive bidder. Media Genesis brings over 18 years of experience providing branding, website and multi-media strategy services for clients that range from a few of the Fortune 10 to burgeoning startups. Highlights of their previous work include website design and website development for the Detroit Symphony Orchestra, branding, website development and collateral design for Data Driven Detroit, and design and development of the United Nations Business Call to Action website, just to name a few. Media Genesis offered the best combination of technical expertise, experience and price. Media Genesis proposed a lump sum fee of \$74,410, along with one of the most competitive blended hour rates of \$97.40.

The EDC staff requests authorization from the Board to enter into a Professional Services Agreement between Media Genesis, Inc. ("Firm") and EDC for a base contract amount not-to-exceed Seventy-Four Thousand Four Hundred Ten and 00/100 (\$74,410) to provide the proposed Work in accordance with the EDC's Request for Proposal dated November 21, 2016. Work performed will include:

1. Brand development, creative discovery and fact-finding
2. Creative asset development (program name, logo and style)
3. Collateral development

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4. Website and social media development
5. Updates and maintenance to the existing Motor City Match website and brand.

A resolution was included in the Board material for review and approval.

Ms. Navin disclosed to the Board that a family member is a principal in the company and that she did not participate in the review of the proposals or selection process.

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

On a motion by Mr. Stallworth, seconded by Ms. Claiborne, Resolution Code EDC 17-01-91-34 was unanimously approved.

Small Business and Commercial Corridor Revitalization Program: Business Planning and Technical Assistance

Mr. Forsyth advised that the EDC solicited bid proposals on November 21, 2016, for business and financial planning services as the basis for "Business Plan" awards for Motor City Match. Business and financial planning may also be provided as a technical assistance service for the new façade improvement program. The basis for EDC contract awards were based on federal procurement policies set forth in 24 CFR 85.36. More specifically, this solicitation was made pursuant the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1.

EDC staff received three (3) proposals to the RFP solicited on November 21, 2016. Respondents included Build Institute, ProsperUS, and LifeLine Business Consulting Services, LLC. Staff determined that all respondents were responsive to the RFP. Staff desires to contract with all business planning service providers to provide program participants with the best choice in business and financial planning education and meet the need of educating up to two hundred fifty (250) entrepreneurs per year on the basics of both developing a business plan and financial planning services.

The EDC staff requested authorization from the Board to enter into a Professional Services Agreement with LifeLine Business Consulting Services LLC ("Firm") in an amount not-to-exceed One Hundred Two Thousand and 00/100 (\$102,000.00) to provide business planning classes and one-on-one financial advising in 2017.

The Firm will provide four (4) business planning courses for up to Eighty (80) business awardees at a total cost of Forty Thousand and 00/100 (\$40,000.00) in 2017. Classes will be offered quarterly for up to Twenty (20) business awardees per quarter. Firm will also provide one-on-one financial planning assistance for up to One Hundred Sixty (160) business awardees per year at a total cost not-to-exceed Seventy-Two Thousand and 00/100 (\$72,000.00) in 2017. Financial planning assistance will be billed at an hourly rate of Seventy-Five and 00/100 (\$75.00) per hour. A notice to proceed will be issued at the beginning of each round to ensure that sufficient demand exists for the courses and resources are adequately managed.

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A resolution was included with the Board material for review and approval.

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

On a motion by Mr. Roling, seconded by Ms. Clayson, Resolution Code EDC 17-01-91-35 was unanimously approved.

Small Business and Commercial Corridor Revitalization Program: Business Planning and Technical Assistance

Mr. Forsyth advised that the EDC solicited bid proposals on November 21, 2016, for business and financial planning services as the basis of the "Business Plan" awards for Motor City Match. Business and financial planning may also be provided as a technical assistance service for the new façade improvement program. The basis for EDC contract awards were based on federal procurement policies set forth in 24 CFR 85.36. More specifically, this solicitation was made pursuant the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1.

EDC staff received three (3) proposals to the RFP solicited on November 21, 2016. Respondents included Build Institute, ProsperUS, and LifeLine Business Consulting Services. Staff determined that all respondents were responsive to the RFP. Staff desires to contract with all business planning service providers to provide program participants with choice in business planning education and meet the need of educating up to two hundred fifty (250) entrepreneurs per year on the basics of both developing a business plan and financial planning services.

The EDC staff requested authorization from the Board to enter into a Professional Services Agreement with the Downtown Detroit Partnership, the fiduciary of Build Institute ("Firm"), in an amount not-to-exceed Eighty Thousand and 00/100 (\$80,000.00) to provide business planning courses for four (4) additional rounds of Motor City Match in 2017. Firm will provide two (2) business planning courses for up to forty (40) students per quarter for a cost of Twenty Thousand and 00/100 (\$20,000.00) per quarter for a total annual not-to-exceed amount of Eighty Thousand and 00/100 (\$80,000.00) in 2017. A notice to proceed will be issued at the beginning of each round to ensure that sufficient demand exists for the courses and resources are adequately managed.

A resolution was included with the Board material for review and approval.

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

On a motion by Mr. Roling, seconded by Ms. Clayson, Resolution Code EDC 17-01-91-36 was unanimously approved.

Motor City Match: Personal Services Contract Amendment for James Feagin 2017 Outreach Services

Mr. Forsyth reported that to date Motor City Match has generated over 2,500 applications through six rounds of the program including 620 building owner applications and over 1,880 business owner applications. The tremendous interest in the program is due in large part to a robust outreach and engagement strategy.

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In 2017, the EDC anticipates launching a new façade improvement program to grow and retain Detroit's existing businesses while improving the physical condition of commercial corridors. The EDC anticipates that the new program will follow a format similar to Motor City Match and foresees significant outreach and engagement to sustain the success of both programs. EDC Staff seeks to continue the outreach and engagement services provided by James Feagin for 2017.

On February 16, 2015 the EDC entered into a Personal Service Agreement ("PSA") with James Feagin to lead outreach and engagement services. The PSA provided a contract value of Forty-Eight Thousand Seven Hundred Fifty 00/100 (\$48,750.00) for a total of 650 hours at an hourly rate of \$75.00/hour.

On November 24, 2015, the EDC approved an amendment of the PSA with James Feagin to provide for an additional 540 hours at the existing hourly rate of \$75.00/hr for a total contract value not-to-exceed Eighty-Four Thousand Nine Hundred Fifty-Six 00/100 (\$84,956.00). The increase in contract was due to unforeseen workload requirements to execute multiple aspects of the first round of the program including but not limited to outreach, selection and event planning, along with additional needs for Round 2 execution and Round 3 launch.

On January 25, 2016, the EDC approved a second amendment of the PSA with James Feagin to continue 2016 outreach and engagement activities for an additional 736 hours at the hourly rate of \$75.00/hr for an additional Fifty-Five Thousand Two Hundred and 00/100 (\$55,200.00) in 2016. The total amended contract value to date is One Hundred Forty Thousand One Hundred Fifty-Six 00/100 (\$140,156.00).

EDC staff recommended a third amendment of the PSA with James Feagin to continue 2017 outreach and engagement activities that will provide for an additional 750 hours at new hourly rate of \$100.00/hr for an additional Seventy-Five Thousand and 00/100 (\$75,000.00) in 2017. The total amended contract value is not to exceed Two Hundred Fifteen Thousand One Hundred Fifty-Six 00/100 (\$215,156.00). The revised draft PSA and amended scope of work was included in the Board material. EDC Staff will report outreach and engagement outcomes to the EDC Board of Directors on a quarterly basis to closely monitor the allocation of outreach resources and investment.

A resolution was included with the Board material for review and approval.

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

On a motion by Mr. Roling, seconded by Mr. Jackson, Resolution Code EDC 17-01-91-37 was unanimously approved.

Motor City Match: Personal Services Contract for Andrew Lucco 2017 Motor City Match Services

Mr. Forsyth advised that the EDC anticipates that the new technical assistance program will require technical assistance support and business engagement to sustain success. EDC staff recommended entering into a Personal Services Agreement with Andrew Lucco to provide matchmaking, technical assistance support and business engagement activities for One Thousand Nine Hundred Fifty (1,950) hours at an hourly rate of Twenty-Eight

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00/100 (\$28.00) per hour for a total contract value not-to-exceed Fifty-Four Thousand Six Hundred and 00/100 (\$54,600.00).

A resolution was included for review and approval.

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

On a motion by Mr. Stallworth, seconded by Mr. Roling, Resolution Code EDC 17-01-91-38 was unanimously approved.

Mr. Stallworth requested a copy of the calendar and that the Board be notified of the matchmaking events.

GENERAL

Receipt of Treasurer's Report

Mr. Long reviewed the Treasurer's Reports of Receipts and Disbursements for the months of October and November, 2016 for the benefit of the Board and responded to questions.

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

On a motion by Mr. Jackson, seconded by Mr. Roling, Resolution Codes EDC 17-01-03 208 and 17-01-03 209 were unanimously approved.

PROJECTS

Springwells Industrial Park Project - Proposed Memorandum of Understanding Between EDC and Honeywell Corporation – Re: Springwells Seawall, Dredge Project, and Land Reconfiguration

Mr. Tamminga reported that the Economic Development Corporation of the City of Detroit (the "EDC"), and Honeywell International Inc. (the "HON") have been in discussions regarding the Rouge River Dredge and Seawall project related to the EDC Springwells subdivision and EDC's owned lot #7 at Springwells.

The primary project requires Honeywell, in cooperation with the EPA and all the impacted adjacent property owners on the Rouge River, to dredge off impacted river sediments and to stabilize shorelines and seawall systems as required so as to not impact the integrity of the shorelines. This project engineering is mostly complete. The petition for a partial vacation has been assembled by Honeywell's engineers and submitted to Detroit City Council for review and approval. The project seawall improvements are meant to be conducted in 2017, with the dredging work expected to be completed no later than 2018.

The EDC also owns lots 3, 7, 9, 10, 12. The project also entails the possible re-platting or lot splits and combinations around lot 7, the partial vacationing of Springwells Court right of way, the absorption of lot 11 (owned by HON but expected to be conveyed to EDC) and several other lot configuration changes (the "Project"). Based on these discussions, representatives from the EDC, and HON have negotiated a proposed non-binding

Memorandum of Understanding, a copy of which was included with the Board material as **Exhibit A** (the "MOU"), setting forth preliminary terms and conditions pursuant to which the EDC and HON will pursue the Project.

A summary of the material terms and conditions of the MOU is as follows:

1. **Replatting or Land Splits and Combinations.** The EDC outside counsel, Williams Acosta PLLC will perform all the Complaints, services, and documentation necessary to revise lot configurations, and to validate the partial vacationing of Springwells Ct. Road. The lots impacted by the changes include:

- a) New Bridge parcel
- b) Residual and remainder - lot 12
- c) Springwells Ct. Road
- d) Lot 11 – absorption into adjacent lots
- e) Combination of lots 9 and 10
- f) Expansion of lot 7 – out of the partially vacated Springwells Ct. land
- g) Modifications of lot 4, 3, 2 as a result of the Bridge parcel.

Honeywell is expected to pay for the legal and other services related to its primary activity of dredging, seawall installation and partial road closure around lot 7.

These parcels were described in **Exhibit B** included with the Board material.

2. **The MOU also requires Honeywell to provide the following:**

- a) Reimburse the EDC for legal fees and costs of EDC's outside counsel up to \$20,000 related to the vacationing, and replatting of the public road and lot #7.
- b) HON shall provide all of its own legal services and pay for those expenses and the costs of providing all the engineering services and work product related to the changes in lot 7, and the partially vacated Springwells Court.
- c) Quit claim all of lot 11 to the EDC.
- d) Restoring the Springwells Ct. Road to its former condition, if the re plat or split and combination effort is not successful at the City level or through the Court system.

EDC staff recommended approval of and execution of the MOU substantially in the form which was attached and approval of the activities and services contemplated by the MOU.

A resolution was included for Board's consideration.

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

On a motion by Mr. Stallworth, seconded by Ms. Claiborne, Resolution Code EDC 17-01-69-07 was unanimously approved.

January 10, 2016

Springwells Industrial Subdivision Project– Approval and Authorization to Enter into a Professional Services Agreement Survey with Nowak & Fraus Engineers

Mr. Robertson stated that in connection with the EDC's responsibility to manage its property and the EDC's ongoing subdivision development responsibilities related to the EDC Springwells Project, Springwells Industrial Subdivision is bounded by West Jefferson, Zug Island Road to the west and the Detroit River to the south. EDC staff has been interacting with the Honeywell Corporation, the EPA and their engineers, and the City of Detroit in contemplation of the proposal by EPA and Honeywell to install a seawall on EDC's lot #7, and to dredge the Rouge River of contaminated materials. In addition to the seawall project, the State of Michigan is interested in acquiring a section of property for the purpose of installing the Gordie Howe Bridge through Springwells that impacts multiple parcels, some owned by other developers. In coordination with Honeywell, it has been determined that the changes to the subdivision lots are significant, and a re-platting, or lot splitting and combination effort must be performed.

The EDC has identified services in the area to account for new lot designations, provide lot splits, partial road vacations, combinations and new lots, and modifying lot surveys as required if they are impacted by the Gordie Howe Bridge parcel. The work product includes graphic surveys, field staking, easement descriptions, property legal descriptions, lot splits and or combinations and possible replatting efforts, and other related services as described in the Scope of Work.

On September 7, 2016, EDC Staff solicited proposals for qualified Surveying Firms. Tuesday November 29, 2016 EDC staff received (3) proposals from qualified professional surveying firms. Of the (3) EDC staff determined the proposal of Nowak and Fraus Engineers to be the most responsive. Nowak & Fraus Engineers is a Detroit based contractor with experience in performing professional surveying services. Nowak & Fraus proposed a not to exceed amount of Thirty Thousand One Hundred Sixty and 00/100 (\$30,160.00) Dollars.

EDC staff requested Board approval of the selection of Nowak & Fraus Engineers and authorization to negotiate the terms and enter into an Agreement (the "Agreement") with Nowak & Fraus for the requested services for the not exceed price of \$30,160.00.

EDC staff also recommended that an owners contingency of approximately ten percent (10%) of the contract value or \$3,160.00 be established to be dispersed upon authorization of any two Officers, or any one of the Officers and any one of the Authorized Agents of the EDC, or any two Authorized Agents. A resolution was included for consideration.

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

On a motion by Mr. Stallworth, seconded by Mr. Jackson, Resolution Code EDC 17-01-69-08 was unanimously approved.

Tiger Stadium Property Redevelopment Project: Amendment to Development Agreement with Pal

Ms. Navin reported that in December 2014 (EDC Resolution 14-12-76-17), The Economic Development Corporation of the City of Detroit (the "EDC") approved the Detroit Police Athletic League's ("PAL") development plan pursuant to which PAL will redevelop a portion of the former Tiger Stadium (the "Site") into administrative offices, recreational facilities, and a banquet facility for PAL's programs promoting youth athletics (the "Project"). In March, 2016 (EDC Resolution 16-03-76-19), Board approved certain modifications to the development agreement, as described in that certain Amended and Restated Development Agreement (the "Development Agreement").

Pursuant to the Development Agreement, PAL was to establish a \$1,000,000 operating reserve fund (the "Reserve Fund") prior to Project completion or certain rights of reverter would apply. Specifically, the Reserve Fund was to be funded in the amount of \$500,000 as of the end of 2016, with the balance to be funded prior to Project completion.

Since commencing construction of the Project in June, 2016, PAL encountered unexpected soil conditions at the Site. In particular, buried debris and difficulties with soil compaction led to increased excavation and site preparation costs.

In light of the increased costs, PAL has requested a modification of the schedule for funding the Reserve Fund as follows: \$250,000 by 2/28/17; additional \$250,000 by 5/31/17 and remaining balance (\$500,000) by Project completion (the "Modified Schedule").

EDC staff requested authorization to enter into an amendment to the Development Agreement incorporating the Modified Schedule. A resolution was included for consideration.

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

On a motion by Mr. Jackson, seconded by Ms. Clayson, Resolution Code EDC 17-01-76-21 was approved, with Mr. Stallworth abstaining.

OTHER MATTERS

PUBLIC COMMENT

ADJOURNMENT

With there being no other business to come before the Board, Ms. Forte adjourned the Regular meeting at 9:35 a.m.



APPROVAL OF MINUTES OF OCTOBER 25, 2016 MEETING

RESOLVED, that the minutes of the Regular meeting of October 25, 2016 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

January 10, 2017



MOTOR CITY MATCH: ROUND 6 BUSINESS AWARDS

WHEREAS, EDC staff has completed due diligence and evaluation for applications ("Applications") in the sixth round ("Round 6") of the Motor City Match Business Application Track; and

WHEREAS, the EDC staff has provided recommendations to the EDC Board of Directors to receive technical assistance in the "Business Plan," "Space" and "Design" award categories; and

WHEREAS, the EDC staff has provided recommendations to the Board of Directors, to receive grant investment for the "Cash" awards; and

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

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 6 Business Application evaluation process, and approves the Applications that have been recommended for "Business Plan" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 6 Business Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 6 Business Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit C.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 6 Business Application evaluation process, and approves the Applications that have been recommended for "Cash" awards, attached hereto as Exhibit D.

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

January 10, 2017

Exhibit A
Recommended "Business Plan" Awardees

1	3 Queens	Children Fun Center
2	A Piece of Detroit	Memorabilia Store Focused on Detroit
3	AG interiors and Design	Learning and Activity Community Center
4	Bellviso Global Spa	Day Spa and Salon
5	Breathe Swim School	Indoor Water Education Facility
6	Brown Eyez Beauty Supply, LLC	Health & Beauty Supply
7	BUTTONS AND CHANGE	Merchandising/Manufacturing of Promotional Materials
8	Cockadoodle	Scalable, Premium Smoked-Chicken Brand
9	Cody Bryant Holdings	Clothing Store and Design Studio
10	Crepe City	A Mobile Creperie & Catering Company
11	Cup of Morningside	Entertainment Café
12	Dark Features	Small Community Boutique
13	Delta City Chamos	A Blatino Fusion Restaurant
14	Detroit Ballet Dance Company	Ballet Dance Company
15	Detroit Native Apparel	Clothing Inspired by Detroit Culture
16	Develop ARCHITECTURE	Architecture Firm
17	Dr. Octek IT Services and Support	IT Inspired: Learn, Teach, Grow
18	Exquisite Fire & Safety	Fire/Safety Protection Commercial, Residential
19	Friends of Fathers, LLC	Helping Fathers with Life Issues
20	Geo NetZero, L3C (GNZ)	Geothermal & Renewable Energy Training and Installing
21	Health Food Cafe and Catering	Health Food Restaurant Cafe and Catering
22	Heirs Creative Company	Urban Art & Clothing Design
23	IAAF Inc. (It's All About Fun)	Family Entertainment and Educational Center
24	iKURLY, LLC	Natural Hair Care Product
25	Level Up Upscale Shirt Depot	Retail Store with Casual Shirts
26	Linking Everyday Extraordinary People, Inc.	Education, Wellness, Entertainment, Incubator and Co-Op
27	Literacy Intervention Tutoring, LLC	Testing and Reading Instruction Provider
28	Metro Strategies, Inc.	Construction utilizing unmanned aerial vehicles
29	Michigan Expedited Logistics	Freight Brokering Firm
30	MotiCoach LLC	Motivational Fitness and Nutrition App
31	Nefertiti's Gourmet	Food Truck Entrepreneur
32	Orchard	Community Orchard Supplying Fresh Fruit
33	Perception Essence	Hair Product Company
34	PrimLuxe Creations	Banquet Hall and Event Planning
35	Recyclinx Community Recycling Services	Environmental Services Company
36	Robot House	STEM Education Grades 6-12
37	Royal & Rebellious	Clothing Retailer, Seamstress and Tailor

38	Rush Fitness Cafe	Healthy Foods Fitness Cafe
39	S.T.R.I.V.E. Universal LLC	Online Graphic T-shirt Company
40	Skinny Mika Healthy Eating	Clean Eating Food Service
41	SPINNERS Premier Cycle Studio	Premier Indoor Cycle Studio
42	Squish&Scrub	Consumer Product Goods for Pets
43	Star Manufacturing Company	Clothing Manufacturing Company
44	Stewart Spirit and Beverage Group	Indie Spirits and Energy Producer
45	Tasty Treats Parlor	Ice Cream Parlor
46	Thee Fashion District	Retail / Apparel Manufacturing / Print company
47	Timeless Fashions Resale	Timeless Resale at its BEST
48	Uptown Girl Trends	Women's Fashion Boutique
49	Wild Strawberries Indoor Playground	Indoor Playground for Children
50	ZoeMya Learning Academy	Childcare and Daycare Facility

Exhibit B
Recommended "Space" Awardees

1	A Mother's Love Child Care 11	Child Day Care
2	Artistic Flesh Tattoo & Supply	Tattoos, Piercings and Industry Supplies
3	Baskin Tax Service	Tax Preparation and Financial Services
4	Bella Body Fitness (Detroit) Health & Wellness Group	A Health and Fitness Studio
5	Blessed and Highly Favored Juice Bar	Healthy Food and Juice Bar
6	Dapper Diamond Body Care LLC	Body Care Product Lines
7	Detroit S.O.A.R.	Community Food Hub for Entrepreneurs
8	Detroit Soccer District	Multi-Sport Facility
9	Drizzle Dreams	Chocolate-Covered Fruit and Snacks
10	First Class Committee	Fashion Retail
11	Funny Girl Coffee, LLC	Coffee Shop and Comedy House
12	Innovative Game Designs	Manufacturing Custom-made Chess Boards
13	Kaleidoscope Baked Goods	Late Night Bakery, Lounge and Cafe
14	Little Big World, INC	Indoor Playground, Paint & Party Gallery
15	Mocco Bar & Kitchen	A Full-service Fusion Restaurant
16	Nauti Novelties	Intimate Apparel
17	P'Lacio's Inc	Latin American Street-food Restaurant
18	R.A.M.P. Detroit	Athletic Recovery Lounge
19	Red Triangle Pizzeria Napoletana	Neapolitan Style Wood Fired Pizzeria
20	Rosielee's Restaurant, Concessions & Catering Co.	Specializing in Smoked meats, Soups and salads
21	SEGWAE LLC	Day Camp
22	Tabcat Detroit	Folkloric Dance / Fitness / Music / Health / Art
23	Teena Cathey Lifestyle LLC	Fitness and Lifestyle brand
24	The Improv Advantage LLC	Entertainment, Training and Education
25	The Kitchen Crew	Cooking Classes for Kids
26	The Standard Detroit	Detroit's New Standard for Fashion

Exhibit C
Recommended "Design" Awardees

1	Cabresto Imports Corp	Owner and Importer of Award Winning Spirits
2	Children's Art Gallery & Workspace	Enhancement Program for Children
3	Detroit Mushroom Factory	Open Source Sustainable Mushroom Farm
4	Old World Style Almonds, Inc.	Manufacturer and Retailer of Gourmet Roasted Nuts
5	Olive Seed, LLC	Corporate and Community Wellness Provider
6	Pause Detroit, LLC	Coffeehouse & Wine Cafe
7	Playground Detroit LLC	Arts & Creative Sector
8	Textures by Nefertiti	Full Service Natural Hair Salon

Exhibit D
Recommended “Cash” Awardees

1. Tiki’s Treasures. Recommended investment grant of \$75,000.

Tiki’s Treasures is a quality consignment shop located in the New Center area across the street from Motown Museum at 2641 West Grand Blvd. Tiki’s goal is to provide upscale retail options at bargain prices for the surrounding community of low to moderate income residents where none currently exist. The business will be one of two commercial tenants in the historic home currently undergoing a rehab into mixed-use with retail on the first floor and housing units upstairs. A Letter of Intent has been secured for the second tenant, who is a past Motor City Match Business Plan awardee and strong candidate for a future Cash Award. Business owner Teresa Singleton, a long-time Detroit resident with deep roots in the immediate neighborhood, owns the building as well. She has previously received a Business Plan, Space and Design award from Motor City Match.

Total investment for the project is \$332,110. The owners have invested approximately \$50,000 in equity, leaving a gap of \$282,110. A recommended grant of \$75,000 will be used for major renovations to bring the space to white-box condition. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$207,110. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

2. Detroit Artist’s Test Lab. Recommended investment grant of \$65,000.

Detroit Artist’s Test Lab is an artist incubator, co-working space and resource center on the far East side at 14616 Mack Ave. Owners Kira Kessler & Glenn Urquhart, previously Motor City Match Design awardees, own and reside in the building on the second floor. The business will be located on the first floor with a gift shop, pop-up gallery and event area, outdoor patio, twelve (12) offices, as well as smaller, inexpensive and more flexible working spaces for up to twenty (20) tenants. They have one tenant secured, Craft Cafe, a walk-in crafting store. The owners have already begun generating interest engaging their neighbors with an outdoor beach party and are working to form strategic partnerships with Mash Detroit and another property owner on the block who is seeking to open a similar style co-working space.

Total investment for this project is \$247,100. The owners have invested approximately \$129,300 in equity, leaving a gap of \$117,800. A recommended grant of \$65,000 will be used to execute construction, interior finishes, equipment and marketing. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$52,800. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

3. Montgomery Psychological Services, PLLC. Recommended investment grant of \$55,000.

Montgomery Psychological Services is a behavioral health youth empowerment center presently located in Farmington Hills. Their mission is to offer youth an opportunity for a better quality of life and assist them in becoming contributing members of society by

providing assessments to identify their strengths, weaknesses, and emotional issues that can be addressed through therapy in an effort to turn their talents into a career. Owner Edith Montgomery, a long-time Detroit resident, is expanding her practice with a location in Southwest Detroit at 2835 Bagley, to focus on serving inner city youth and young adults. Montgomery is a previous Motor City Match Business Plan and Space awardee.

Total investment for this project is \$134,000. The owners have invested approximately \$24,000 in equity, leaving a gap of \$110,000. A recommended grant of \$55,000 will be used for finishing interior build out, office equipment and installing certain features for building and practice code compliance. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$55,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

4. SavannahBlue. Recommended investment grant of \$50,000.

SavannahBlue is a dinner-only southern inspired restaurant and lounge located Downtown on the 2nd floor of 1427 Times Square that opened in February 2016. They are expanding their business into space on the first floor including an outdoor patio and will offer breakfast and lunch service as well as deliveries and private event space. SavannahBlue's features fresh and local ingredients that capture the soul and spirit of Detroit while paying tribute to its southern roots. With a focus on first class service and unmatched hospitality they are also committed to employing and developing local youth.

Total investment for this project is \$145,000. The owners have invested approximately \$45,000 in equity, leaving a gap of \$100,000. A recommended grant of \$50,000 will be used to complete construction, build out the outdoor patio and garden and secure additional equipment. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$50,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

5. Rocco's Deli. Recommended investment grant of \$50,000.

Rocco's Deli is a full service Italian deli offering an inspiring selection of cured meats, cheeses and specialty items, prepared foods and sandwiches and a selection of beer and wine. Opening in Midtown at 3627 Cass, they seek to deliver a high quality product and experience that is new, different and entirely affordable, adding to Detroit's food offerings and bolstering its ethnic diversity. Even without a physical location, Rocco's has tested their product and proven business success through sold-out pop-ups, media attention and competing as a finalist in Comerica's Hatch Detroit competition.

Total investment for this project is \$230,000. The owners have invested approximately \$130,000 in equity, leaving a gap of \$100,000. A recommended grant of \$50,000 will be used to obtain a liquor license as well as equipment and completing their build-out. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$50,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

6. Narrow Way Café, LLC. Recommended investment grant of \$45,000.

Narrow Way Café is a family-owned restaurant style coffee shop, specializing in premium coffee and baked goods opening on the Avenue of Fashion at 19331 Livernois. Although a new business, owners Andrew, Jonathan, and David Merritt have tested their model and gained experience operating a pop-up in Straight Gate Church where David and Jonathan serve as clergy. The business has secured a contract to offer Zingerman's Coffee and Bakehouse products well known for their global variety and superior quality.

Total investment for this project is \$130,000. The owners have invested approximately \$13,000 in equity, leaving a gap of \$117,000. A recommended grant of \$45,000 will be used for leasehold improvements, inventory and equipment. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$72,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

7. Nicks Detroit. Recommended investment grant of \$40,000.

Nicks Detroit is a family-operated, neighborhood restaurant and sports bar located at 16807 W Warren. Rozi Berishaj purchased the bar four years ago from its previous owner of twenty years to continue its legacy as a staple of the Warrendale neighborhood. Her husband Leon Berishai is the restaurant's chef. With a strong regular clientele and current demand often exceeding their capacity, they purchased the space next door to offer more seating, expand their kitchen and menu offerings, as well as a patio that will help beautify their space.

Total investment for this project is \$150,000. The owners have invested approximately \$75,000 in equity, leaving a gap of \$75,000. A recommended grant of \$40,000 will be used to execute construction as well as fixtures, kitchen equipment, and patio build-out. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$35,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

8. Eastern Market Brewing Company. Recommended investment grant of \$40,000.

Eastern Market Brewing Company is a community centered microbrewery and taproom with a focus on sustainable, socially conscious business locating at 2515-2519 Riopelle Street. In addition to providing great craft beer, they plan to source local ingredients wherever possible, hire and develop local talent and sell only in the Eastern Market neighborhood - focusing on local sales instead of distribution.

Total investment for this project is \$449,531. The owners have invested approximately \$300,00 in equity, leaving a gap of \$149,055. A recommended grant of \$40,000 will be used to complete construction, purchase inventory and equipment. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$109,056. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

9. Mutual Adoration. Recommended investment grant of \$35,000.

Mutual Adoration makes custom, handcrafted furniture, frames and housewares using locally sourced reclaimed wood primarily from homes and buildings being deconstructed or renovated in Detroit. Founded in 2013, the business sells retail and wholesale through multiple online platforms. Owners Clare Fox and Wayne Maki have outgrown their current space in New Center and are looking to expand their operation to 14500 Kercheval in the Jefferson Chalmers neighborhood. In addition to their manufacturing workspace, their new location will include a retail space with opportunity to sublet additional maker businesses and space to feature workshop classes for the local community.

Total investment for this project is \$93,519. The owners have invested approximately \$30,000 in equity, leaving a gap of \$63,519. A recommended grant of \$35,000 will be used to build-out the retail storefront and workshop space in addition to security and electrical work. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$28,519. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

10. Casting De Khrysopoeia LLC. Recommended investment grant of \$35,000.

Casting de Khrysopoeia, meaning "to make into gold," is an experiential boutique manufacturing and design house specializing in precious and semi-precious metal jewelry, hand-bags and fragrances. Owner and Detroit native Karissma Pringle started the business three years ago in an effort to bring her invaluable experience from curating showrooms with other global brands in Paris to her hometown. With an established following of local and international consumers, her new location at 4719 16th Street will expand the business to include precious metal manufacturing, becoming one of two businesses in the region to provide this service and the only business in Detroit to provide jewelry manufacturing services to the public. The space is a live-work studio in an artist community being developed just down the street from Round 5 Motor City Match Awardee the N'namdi Center, adding to the developing of an arts gallery district along the Grand River corridor.

Total investment for this project is \$99,932. The owners have invested approximately \$24,638 in equity, leaving a gap of \$74,144. A recommended grant of \$35,000 will be used for inventory, equipment, marketing and other business start-up costs. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$39,144. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

11. Loose Massage Therapy Plus LLC. Recommended investment grant of \$30,000.

Loose Massage Therapy is a community focused massage therapy business that educates clients on the importance of personal and preventative care in addition to providing high quality, affordable services. Owner J'nai Porter, a licensed massage therapist in business for over 13 years, is seeking to expand her business on the Avenue

of Fashion at 19485 Livernois. J'nai will continue to grow her client base while promoting awareness and healthy choices for reaching Detroit's underserved population.

Total investment for this project is \$90,000. The owner has invested approximately \$30,000 in equity, leaving a gap of \$60,000. A recommended grant of \$30,000 will be used for interior buildout, furniture, marketing, and supplies. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of \$30,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

12. LoveLifeSwagger. Recommended investment grant of \$30,000.

LoveLifeSwagger is a premium streetwear brand offering high quality clothing with in-house design and light manufacturing. The brand is sold in retail outlets nationally as well as at the storefront in Downtown Detroit. The business is expanding from the current suite to a new space in the same building, 277 Gratiot, to improve visibility and increase foot traffic. Owner Trellis Mercer is also a previous Motor City Match Business Plan and Space awardee.

Total investment for this project is \$78,000. The owner has invested approximately \$20,000 in equity, leaving a gap of \$58,000. A recommended grant of \$30,000 will be used for interior construction, electrical updates, signage, equipment and inventory. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of \$28,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

13. Cake Ambition. Recommended investment grant of \$25,000.

Cake Ambition is a bakery specializing in custom wedding and sculpture cakes in addition to coffee, pastries, old fashioned candy and a proprietary cake sundae bar. The business has been located at Traffic Jam and Snug for six years, but has outgrown the current space. In addition to increased space, the business will be opening a retail storefront at 4154 Third Street in Midtown.

Total investment for this project is \$96,216. The owner has raised approximately \$70,700 in equity, leaving a gap of about \$25,000. A recommended grant of \$25,000 will be used for flooring, kitchen cooling and storage equipment, baking equipment and working capital. The business has already secured financing in partnership with Motor City Match lending partners in the amount of \$65,700. The grant award is contingent upon completion of all due diligence requirements necessary for building and business compliance.

14. Truth Bookstore. Recommended investment grant of \$15,000.

Truth Bookstore is a book retailer and gift shop that also provides information and resources to enrich, empower and educate the community at-large. Owners Jelani and Nefertiti Steward operated at Northland Mall for 20 years until the center closed where they built a very strong following and dedicated client base. After two years of searching for a new space, they are now relocating to 16180 Meyers Rd in near the Marygrove neighborhood. Truth is a previous Motor City Match Space and Design awardee.

Total investment for this project is \$29,000. The owners have invested approximately \$14,000 in equity, leaving a gap of \$15,000. A recommended grant of \$15,000 will be used for interior construction, book shelving, computers, furniture and inventory. With this grant, the project will be fully funded, so the business will not have to pursue financing with Motor City Match lending partners. The grant award is contingent upon completion of all due diligence requirements necessary for building and business compliance.

15. People Skate Shop. Recommended investment grant of \$10,000.

People Skate Shop is a family-owned and operated skateboard, snowboard and apparel retailer currently located in Keego Harbor. The business has been operated by owners Ben and Jessica Clark since 2010 and will now be expanding to a second location at 2000 Michigan Ave in Corktown. With skateboarding being the fastest growing youth sport in the nation, the business seeks to accommodate growing demand as their target customer base is migrating into Detroit. They seek to fill a need for more moderately priced apparel retailers and specifically fill the gap for a Detroit skateboard shop. In addition to complementing Corktown's burgeoning commercial corridor, People's works closely with local nonprofit, Community Push, to help develop local skate parks and donate used equipment to local youth.

Total investment for this project is \$46,000. The owners have invested approximately \$26,000 in equity, leaving a gap of \$20,000. A recommended grant of \$10,000 will be used for flooring, lighting, materials, supplies, signage and a security system. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of \$10,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.



MOTOR CITY MATCH RECOMMENDATION FOR ROUND 6 BUILDING AWARDS

WHEREAS, EDC staff has completed extensive due diligence and evaluation for applications ("Applications") for the sixth round ("Round 6") of the Motor City Match Building Application Track; and

WHEREAS, the EDC staff has provided recommendations to the EDC Board of Directors, to receive technical assistance in the "Space," and "Design" Building Owner award categories; and

WHEREAS, the EDC Board of Directors determined that the staff recommendation is reasonable and consistent with the Motor City Match program; and

NOW, THEREFORE BE IT RESOLVED, the EDC Board of Directors accepts the current results of the Round 6 Building Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, the EDC Board of Directors accepts the current results of the Round 6 Building Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC's Authorized Agents shall hereafter have the authority to negotiate and execute all documents, contracts, or other papers and to take such actions as are necessary or appropriate to implement the provisions and intent of this resolution.

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

January 10, 2017

Exhibit A
Motor City Match: Round Six
Recommended "Space" Awardees – Top Property Designation
January 10, 2017

Property Street Address	Type of Building	Available Square Footage	Multi-tenant Building	Condition Category
10605 Mack	Other	35090	No	Good
11354 Dexter	Commercial	10000	Yes	Fair
12330 Chalmers	Commercial	3000	No	Fair
14000 W. Seven Mile	Commercial	6000	No	Good
14003 Rosa Parks	Commercial	8000	Yes	Fair
15715 E Warren	Commercial	5000	Yes	Fair
1741 Atkinson	Commercial	5200	Yes	Fair
1825 21st	Warehouse	13000	No	Fair
18999-19011 Livernois	Commercial	7500	Yes	Good
19458 Livernois	Commercial	1400	No	Great
2448 Riopelle	Commercial	2300	Yes	Great
2515 Riopelle	Commercial	5200	No	Fair
3301 Junction	Commercial	3200	Yes	Good
3439 Livernois	Co-working	22000	Yes	Good
4032 Toledo	Commercial	12000	Yes	Good
4400-4426 W Vernor Hwy	Commercial	4300	Yes	Fair
5157 Stanton	Warehouse	3000	Yes	Fair
5249 McClellan	Commercial	3000	No	Good
6301 Michigan	Office	3000	Yes	Good
6330 E Jefferson	Commercial	4068	Yes	Good
7400 Interval	Commercial	100000	No	Fair
9215 E Jefferson	Commercial	1700	Yes	Fair

Exhibit B
Motor City Match: Round Six
Recommended "Design" Awardees
January 10, 2017

Business Name	Property Address	Disposition
Cabresto Imports Corp	3301 Junction	lease
Children's Art Gallery & Workspace	14801 E Jefferson	lease
Detroit Mushroom Factory	13832 Joseph Campau	owner occupied
Old World Style Almonds, Inc.	17129 Rockdale	lease
Olive Seed, LLC	269 Walker	lease
Pause Detroit, LLC	736 Lothrop	owner occupied
Playground Detroit, LLC	2845 Gratiot	lease
Textures by Nefertiti	6525 Woodward	lease



**SMALL BUSINESS AND COMMERCIAL CORRIDOR REVITALIZATION PROGRAM:
COMMUNITY DEVELOPMENT BLOCK GRANT CONSULTANT SERVICES**

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, the EDC entered into a subrecipient agreement with the City (Contract #2899173) to manage administer and implement the Program for a term ending December 31, 2017; and

WHEREAS, the EDC solicited bid proposals on November 21, 2016 for services necessary to advise CDBG program design and to develop CDBG compliance and reporting systems; and

WHEREAS, EDC staff received four (4) proposals to the Request for Proposals. Staff has reviewed all proposals and recommends Hennessey Engineers, Inc. (the "Firm") to provide the Work, as the most responsive bidder; 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 professional services contract with the Firm to provide the requested services for the not-to-exceed amount of One Hundred Fifty Thousand and 00/100 (\$150,000.00) per the "small purchase procedure" cap of per 24 CFR 85.36(d)1.

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.

January 10, 2017



**SMALL BUSINESS AND COMMERCIAL CORRIDOR REVITALIZATION PROGRAM:
BRANDING AND WEBSITE DEVELOPMENT SERVICES**

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, the EDC entered into a subrecipient agreement with the City (Contract #2899173) to administer and implement the Program for a term ending December 31, 2017; and

WHEREAS, the EDC solicited bid proposals on November 21, 2016, for services necessary to provide branding and website development services for the Program

WHEREAS, EDC staff received five (5) proposals. Staff has reviewed all proposals and recommends Media Genesis, Inc. (the "Firm") to provide the Work, as the most responsive bidder; 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 professional services contract with the Firm to provide the requested services for the not-to-exceed amount Seventy-Four Thousand Four Hundred Ten and 00/100 (\$74,410).

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.

January 10, 2017



**SMALL BUSINESS AND COMMERCIAL CORRIDOR REVITALIZATION PROGRAM:
BUSINESS PLANNING AND TECHNICAL ASSISTANCE**

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; and

WHEREAS, the EDC entered into a subrecipient agreement with the City (Contract #2899173) to administer and implement the Program for a term ending December 31, 2017; and

WHEREAS, the EDC solicited bid proposals on November 21, 2016, for business and financial planning services for the Program. Staff has reviewed all proposals and determined LifeLine Business Consulting Services, LLC (the "Firm") to provide the Work, as a responsive bidder; and

WHEREAS, EDC staff requests authorization from the Board to enter into a Professional Services Agreement between Firm and EDC to provide business and financial planning services to business awardees in 2017;

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 professional services contract with the Firm for the not-to-exceed amount of One Hundred Two Thousand and 00/100 (\$102,000.00).

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.

January 10, 2017



**SMALL BUSINESS AND COMMERCIAL CORRIDOR REVITALIZATION PROGRAM:
BUSINESS PLANNING AND TECHNICAL ASSISTANCE**

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, the EDC entered into a subrecipient agreement with the City (Contract #2899173) to administer and implement the Program for a term ending December 31, 2017; and

WHEREAS, the EDC solicited bid proposals on November 21, 2016, for business and financial planning services for the Program. Staff has reviewed all proposals and determined Downtown Detroit Partnership, the fiduciary of Build Institute (the "Firm") to provide the Work, as a responsive bidder; and;

WHEREAS, EDC staff requests authorization from the Board to enter into a Professional Services Agreement between Firm and EDC to provide business and financial planning services to business awardees in 2017;

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 professional services contract with the Firm for the not-to-exceed amount of Eighty Thousand and 00/100 (\$80,000.00).

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.

January 10, 2017



MOTOR CITY MATCH: PERSONAL SERVICES CONTRACT AMENDMENT FOR JAMES FEAGIN

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, the EDC entered into a subrecipient agreement with the City (Contract #2899173) f to manage administer and implement the Program for a term ending December 31, 2017 pursuant to EDC Board approval on October 14, 2014 (Resolution # 14-10-91-01); and

WHEREAS, the EDC entered into a Personal Service Agreement ("PSA") with James Feagin to provide outreach and engagement services on February 16, 2015 with a contract value of Forty-Eight Thousand Seven Hundred Fifty 00/100 (\$48,750.00) for a total of 650 hours at an hourly rate of \$75.00/hour.

WHEREAS, the EDC entered into a Personal Service Agreement ("PSA") with James Feagin to provide outreach and engagement services on February 16, 2015 with a contract value of Forty-Eight Thousand Seven Hundred Fifty 00/100 (\$48,750.00) for a total of 650 hours at an hourly rate of \$75.00/hour.

WHEREAS, On November 24, 2015, the EDC approved an amendment of the PSA with James Feagin to provide for an additional 540 hours at the existing hourly rate of \$75.00/hr for a total contract value not-to-exceed Eighty-Four Thousand Nine Hundred Fifty-Six 00/100 (\$84,956.00) due to unforeseen workload requirements to execute multiple aspects of the Program.

WHEREAS, On January 25, 2016, the EDC approved a second amendment of the PSA with James Feagin to provide for an additional 736 hours for 2016 outreach services at the hourly rate of \$75.00/hr for a total contract value not-to-exceed One Hundred Forty Thousand One Hundred Fifty-Six 00/100 (\$140,156.00).

WHEREAS, EDC staff recommends a third amendment of the PSA with James Feagin to continue 2017 outreach and engagement activities that will provide for 750 hours at new hourly rate of \$100.00/hr for an additional Seventy-Five Thousand and 00/100 (\$75,000.00) in 2017. The total amended contract value would not-to-exceed Two Hundred Fifteen Thousand One Hundred Fifty-Six 00/100 (\$215,156.00); and

WHEREAS, EDC staff will report outreach and engagement outcomes to the EDC Board of Directors on a quarterly basis to closely monitor the allocation of outreach resources and investment.

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 an amended PSA with James Feagin to provide the requested services for the not-to-exceed amount Two Hundred Fifteen Thousand One Hundred Fifty-Six 00/100 (\$215,156.00).

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.

January 10, 2017



SMALL BUSINESS AND COMMERCIAL CORRIDOR REVITALIZATION PROGRAM:
LEGAL SERVICES

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, The EDC entered into a subrecipient agreement with the City (Contract #2899173) to administer and implement the Program for a term ending December 31, 2017; and

WHEREAS, The EDC solicited bid proposals on November 21, 2016 for legal services necessary to advise CDBG program design and execution; and

WHEREAS, EDC staff received three (3) proposals. Staff has reviewed all proposals and recommends Clark Hill (the "Firm") to provide the Work, as the most responsive bidder; 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 professional services contract with the Firm to provide the requested services for the not-to-exceed amount of One Hundred Fifty Thousand and 00/100 (\$150,000.00) per the "small purchase procedure" cap of per 24 CFR 85.36(d)1,

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.

January 10, 2017



MOTOR CITY MATCH: PERSONAL SERVICES CONTRACT AMENDMENT FOR ANDREW LUCCO

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, the EDC entered into a subrecipient agreement with the City (Contract #2899173) to administer and implement the Program for a term ending December 31, 2017; and

WHEREAS, EDC staff recommends entering into a Personal Service Agreement ("PSA") with Andrew Lucco to provide matchmaking, technical assistance support and business engagement activities that will provide for One Thousand Nine Hundred Fifty (1,950) hours at an hourly rate of Twenty-Eight 00/100 (\$28.00) per hour for a not-to-exceed contract value of Fifty-four Thousand Six Hundred 00/100 (\$54,600.00); 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 an SA with Andrew Lucco to provide the requested services for the not-to-exceed amount Fifty-four Thousand Six Hundred 00/100 (\$54,600.00).

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.

January 10, 2017



ACCEPTANCE OF TREASURER'S REPORT FOR OCTOBER 2016

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

January 10, 2017



Economic Development Corporation of the City of Detroit

CODE EDC 17-01-03-209

ACCEPTANCE OF TREASURER'S REPORT FOR NOVEMBER 2016

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

January 10, 2017



SPRINGWELLS INDUSTRIAL PARK PROJECT - PROPOSED MEMORANDUM OF UNDERSTANDING BETWEEN EDC AND HONEYWELL CORPORATION - RE: SPRINGWELLS SEAWALL, DREDGE PROJECT, AND LAND RECONFIGURATION

WHEREAS, the Economic Development Corporation of the City of Detroit (the "EDC"), and the Honeywell Corporation (the "HON") have been in discussions regarding the Rouge River Dredge and Seawall project related to the EDC Springwells subdivision and EDC's owned lot #7 at Springwells; and

WHEREAS, the primary project requires Honeywell, in cooperation with the EPA and all the impacted adjacent property owners on the Rouge River, to dredge off impacted river sediments and to stabilize shorelines and seawall systems as required so as to not impact the integrity of the shorelines; and

WHEREAS, this project engineering is mostly complete. The petition for a partial vacation has been assembled by Honeywell's engineers and submitted to Detroit City Council for review and approval; and

WHEREAS, the project seawall improvements are meant to be conducted in 2017, with the dredging work expected to be completed no later than 2018; and

WHEREAS, the project also entails the possible re-platting or lot splits and combinations around lot 7, the partial vacationing of Springwells Court right of way, the absorption of lot 11 and several other lot configuration changes (the "Project"); and

WHEREAS, based on these discussions, representatives from the EDC, and HON have negotiated a proposed non-binding Memorandum of Understanding, a copy of which is attached hereto as **Exhibit A** (the "MOU"), setting forth preliminary terms and conditions pursuant to which the EDC and HON will pursue the Project; and

WHEREAS, a summary of the material terms and conditions of the MOU is as follows:

1. Replatting or Land Splits and Combinations. The EDC outside counsel, Williams Acosta PLLC will perform all the Complaints, services, and documentation necessary to revise lot configurations, and to validate the partial vacationing of Springwells Ct. Road. Honeywell is expected to pay for the legal and other services related to its primary activity of dredging, seawall installation and partial road closure around lot 7.
2. The MOU also requires Honeywell to provide the following:
 - a) Reimburse the EDC for legal fees and costs of EDC's outside counsel up to \$20,000 related to the vacationing, and replatting of the public road and lot #7.
 - b) HON shall provide all of its own legal services and pay for those expenses and

the costs of providing all the engineering services and work product related to the changes in lot 7, and the partially vacated Springwells Court.

- c) Quit claim all of lot 11 to the EDC.
- d) Restoring the Springwells Ct Road to its former condition, if the re plat or split and combination effort is not successful at the City level or through the Court system.

NOW, THEREFORE, BE IT, RESOLVED, that the MOU is hereby approved substantially in the form attached hereto as **Exhibit A**, together with such changes that are necessary or appropriate due to minor inaccuracies contained in the MOU, unforeseen events or circumstances, or technical matters, as determined by the Officers and/or Authorized Agents executing the MOU, provided that such changes do not alter the material substance of the MOU.

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

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

January 10, 2017



SPRINGWELLS INDUSTRIAL SUBDIVISION – APPROVAL AND AUTHORIZATION TO ENTER INTO A PROFESSIONAL SERVICES AGREEMENT WITH NOWAK & FRAUS ENGINEERS

WHEREAS, the Economic Development Corporation of the City of Detroit (the “EDC”) staff has been interacting with the Honeywell Corporation, the EPA and their engineers, and the City of Detroit in contemplation of the proposal by EPA and Honeywell to install a seawall on EDC’s lot #7, and to dredge the Rouge River of contaminated materials; and

WHEREAS, in addition to the seawall project, the State of Michigan is interested in acquiring a section of property for the purpose of installing the Gordie Howe Bridge through Springwells that impacts multiple parcels, some owned by other developers; and

WHEREAS, in coordination with Honeywell, it has been determined that the changes to the subdivision lots are significant, and a re-platting, or lot splitting and combination effort must be performed; and

WHEREAS, the EDC has identified services in the area to account for new lot designations, provide lot splits, combinations and new lots. Reconciling or modifying lot surveys as required as being impacted by the Gordie Howe Bridge parcel and its impact to adjacent lots and other desired changes. The work product includes graphic surveys, field staking, easement descriptions, property legal descriptions and other related documents; and

WHEREAS, EDC staff determined that it is necessary to obtain Professional Survey Contractor for the Project to perform the scope of work; and

WHEREAS, on September 7, 2016 the EDC staff issued a Request for Proposals (RFP) for a Professional Survey Contractor to perform the services; and

WHEREAS, EDC staff received bids November 29, 2016, reviewed the bid results, and has recommended Nowak & Fraus Engineers 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.

NOW, THEREFORE BE IT RESOLVED, that the EDC Board of Directors hereby authorizes the negotiation and execution of an Agreement with Nowak & Fraus Engineers to perform the Professional Surveying services for the Springwells Industrial Subdivision in a manner consistent with the RFP for a contract not to exceed value of Thirty Thousand One Hundred Sixty and 00/100 (\$30,160.00) Dollars.

BE IT FURTHER RESOLVED, that the EDC Board of Directors hereby approves establishment of an owners contingency of \$3,160.00 to address requirements for

unforeseen conditions, to be expended at the direction of any two Officers or any one of the Officers and any of the Authorized Agents 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 the execution of these resolutions, are hereby in all respects confirmed, approved and ratified.

January 10, 2017



TIGER STADIUM PROPERTY REDEVELOPMENT PROJECT: AMENDMENT TO DEVELOPMENT AGREEMENT WITH PAL

WHEREAS, in December 2014 (EDC Resolution 14-12-76-17), The Economic Development Corporation of the City of Detroit (the "EDC") approved the Detroit Police Athletic League's ("PAL") development plan pursuant to which the PAL proposed the redevelopment of that portion of the former Tiger Stadium (the "Site") into administrative offices, recreational facilities, and a banquet facility for PAL's programs promoting youth athletics (the "Project"); and

WHEREAS, in March, 2016 (EDC Resolution 16-03-76-19), Board approved certain modifications to the development agreement, as described in that certain Amended and Restated Development Agreement (the "Development Agreement"); and

WHEREAS, pursuant to the Development Agreement, PAL was to establish a \$1,000,000 operating reserve fund (the "Reserve Fund") prior to Project completion on the following schedule: \$500,000 as of the end of 2016, with the balance to be funded prior to Project completion; and

WHEREAS, since commencing construction of the Project in June, 2016, PAL encountered unexpected soil conditions at the Site resulting in increased excavation and site preparation costs; and

WHEREAS, in light of the increased costs, PAL has requested a modification of the schedule for funding the Reserve Fund as follows: \$250,000 by 2/28/17; additional \$250,000 by 5/31/17 and remaining balance (\$500,000) by Project completion (the "Modified Schedule").

WHEREAS, the Board has reviewed the proposed Modified Schedule, determined that it is consistent with the intent of the Development Agreement and the EDC's overall goal of redeveloping the Tiger Stadium Site and is otherwise appropriate and consistent with the EDC's statutory purposes.

NOW, THEREFORE, BE IT, RESOLVED, that an amendment to the Development Agreement incorporating the Modified Schedule is hereby approved.

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

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

January 10, 2017