



CODE EDC 19-07-02-317

APPROVAL OF MINUTES OF JUNE 25, 2019 REGULAR MEETING

RESOLVED, that the minutes of the Regular meeting of June 25, 2019 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.

July 23, 2019



**ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
TUESDAY, JUNE 25, 2019 – 8:30 A.M.**

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

BOARD MEMBERS ABSENT: Maurice Cox (Ex-Officio)
Jonathan Quarles
John Naglick (Ex-Officio)
Matthew Roling
Thomas Stallworth

**SPECIAL DIRECTORS
PRESENT:** None

**SPECIAL DIRECTORS
ABSENT:** None

OTHERS PRESENT: Heidi Ausgood (DEGC)
Charlotte Fisher (DEGC)
Amanda Hanlin (DEGC)
Gay Hilger (DEGC/EDC)
Arthur Jackson (DPSCD)
Medvis Jackson (DEGC)
Darryl James (SmithGroup)
Arthur Jemison (Mayor's Office)
Paul Kako (DEGC/EDC)
Jennifer Kanalos (DEGC/EDC)
Glen Long, Jr. (DEGC/EDC)
Rebecca Navin (DEGC/EDC)
Mariangela Pledl (DEGC/EDC)
Sidni Smith (DEGC)
Kelly Shovan (DEGC/EDC)



**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
TUESDAY, JUNE 25, 2019
DETROIT ECONOMIC GROWTH CORPORATION
500 GRISWOLD, SUITE 2200
8:30 A.M.**

CALL TO ORDER

Noting that a quorum was present, Chairperson Forte called the Regular meeting of the Economic Development Corporation Board of Directors to order at 8:38 a.m.

GENERAL

Approval of Minutes

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the June 11, 2019 Regular Board meeting. Hearing none, the Board took the following action:

On a motion by Mr. Hodge, seconded by Mr. Osei, Resolution Code EDC 19-06-02-316 was unanimously approved.

Receipt of Treasurer's Report

Ms. Shovan reviewed the Treasurer's Report of Receipts and Disbursements for the month of May 2019 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. Hodge, Resolution Code EDC 19-06-03-240 was unanimously approved.

PROJECTS

Motor City Match Recommendation for Round 15 Building Awards

Mr. Lucco advised that on December 1, 2018, the EDC's Motor City Match program began accepting applications from interested building owners for Round 15 of the Building Application Track ("Round 15"). The Building Application Track is for 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 Match making 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

For “Design” awardees, staff first 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 relevant applications into the Design award track and reviewed eligible business applications to determine awardees. The awards were selected using the 100-point scale detailed below. Design awardees were identified as follows:

- “Design” applicants are actively looking for architectural assistance. These business applicants are either new business ventures that have a solid business plan and a secured



space or they are existing businesses with a track record of success and a plan to grow it within the secured space. Three (3) “Design” awardees were selected.

Third, staff conducted site visits for Design applicants at the space in which the applicant plans to open their business. A team of outside jurors and staff evaluated “Design” applications based on five criteria. The 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

When Building Owner applications closed on January 15, 2019, the EDC had received twenty-three (23) applications (“Application”) for spaces across the city of Detroit. An Application typically refers 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.

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 by EDC staff.
- EDC staff 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 from the self-reported data from the property owner.
- The score for compliance was derived based on the payment of taxes, water bills, and tickets.

The selection process is described in greater detail in Section 6 of the Motor City Match Building Owner Guidelines.

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



- Of the twenty-three (23) applications considered for Round 15, twelve (12) applications were deemed ineligible because of condition or compliance, leaving eleven (11) eligible Building Applications to be considered for Round 15 awards.
- One (1) eligible property was awarded in a previous round
- Ten (10) eligible Round 15 building applications are recommended to receive Space awards to assist with marketing their property and preparing for tenants.

Nine (9) eligible properties indicated they have space available and will be placed on the MCM map.

- Based on eligible applications and review of scores, EDC staff recommends the following Round 15 Building Owner Awards:
 - **Space awards.** Ten (10) properties are recommended to receive “Space” awards as presented in Exhibit A included in the Board material, 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 assistance with marketing, tenant recruiting and tenant preparedness
 - **Design Awards.** Three (3) properties are recommended to receive “Design” awards in partnership with their tenants presented in Exhibit B included in the Board material, which includes architectural technical assistance for tenant build-out and building renovations.

EDC staff requested that the Board accept the current results of the Round 15 Building Application evaluation process and to confirm the Applications that have been awarded “Space” and “Design” awards. A resolution was included for the Board’s consideration.

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

On a motion by Mr. Hodge, seconded by Mr. Osei, Resolution Code EDC 19-06-91-91 was unanimously approved.

Motor City Match Recommendation for Round 15 Business Awards

Mr. Lucco reported that on December 1, 2018, the EDC’s Motor City Match program began accepting applications for Round 15 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"> Be current and compliant Judged most feasible for business
	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"> 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 winners each round 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 January 4, 2019, the EDC had received 219 business applications ("Application") for Round 15.

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

- "Business Plan" award track receiving business planning assistance
- "Space" award track receiving site selection assistance
- "Cash" award track receiving grants and financing assistance

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 to determine finalists. The awards were selected using the 100-point scale detailed below. Finalist applicants were identified as follows:

- “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. Ten (10) space awardees were selected.
- “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 their space. In total, eleven (11) Cash finalists were selected.

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. “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. “Space” finalists were reviewed by a team of community stakeholders from across various parts of the city and “Cash” finalists were reviewed by a team of business leaders and lenders. “Business Plan”, “Space”, 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

“Cash” finalists were required to submit supplemental information. “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 March 22, 2019, 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 recommends:

- Twenty-Nine (29) “Business Plan” awardees for business planning are presented in Exhibit A included in the Board material.
- Ten (10) “Space” awardees for site selection are presented in Exhibit B included in the Board material.
- Eleven (11) “Cash” awardees to receive a total of \$500,000 in grant investment, as described on Exhibit C included in the Board material.

Mr. Lucco reviewed the recommended “Cash” awards and noted that the Polish Lounge has an address change. It has been changed to 4417 Second Avenue. The location change happened due to rising costs at the original location was recommended by both Motor City Match staff and the lending partners involved in the deal.

EDC staff will contract with independent business planning service providers to deliver services to “Business Plan” awardees that will provide business planning training for up to 50 Round 15 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.

The EDC will enter into grant agreements with Round 15 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”, and “Space” awardees and recommending to the Board staff’s recommendation of “Cash” awardees was included for the Board’s consideration.

Ms. Bruhn noted that there are a couple of the cash awardees that have very low equity (5 or 6%) in the project and asked what justifies the large amount of cash award from the EDC and all of these loans. Mr. Lucco responded that with those two applicants, it was determined that there was both a need for the business and a willingness on the part of lenders. Ms. Bruhn requested that in the future, more information about backgrounds be provided on new businesses with such low equity.

Ms. Forte stated that, as a former banker, she really appreciates Ms. Bruhn’s question. Current and former bankers would say that this is not a bank qualified deal—they look for a higher level of equity, more investment, they go through a higher level of underwriting in terms of business investment, etc. And then you have lenders who are in the whole space of doing this type of support to the community. They are not traditional banks, but they understand what this level of investment is. And then you have Motor City Match that helps provide this gap that they probably couldn’t get anywhere else in the hopes of economic development and community stabilization.



Mr. Hodge stated, as a banker, he agrees with Ms. Forte and understands what this program is all about. He does, however, support Ms. Bruhn's request for additional background information on applicant's with very low equity.

Ms. Bruhn said that she knows some people are present at the meeting that could respond to questions that some Board members may have pertaining to the recent Detroit News article about the Motor City Match program. The article said that there was a concern about businesses not always being located in low to moderate income areas. Ms. Bruhn pointed out that some of the businesses today are in Corktown and Midtown.

Mr. Arthur Jamison of the Mayor's office and Director of all departments that have Motor City Match under their jurisdiction, explained the administrative review process that HUD did on the Motor City Match program last year. Because it was a new program and has been very successful, Detroit has been the model for other cities. After the review process last year, HUD requested extensive changes in documentation and reporting, and staff is in the process of making those changes. This review process will not affect any of the previous awards. He pointed out that Detroit has Neighborhood Revitalization Strategy Areas (NRSAs) that were approved by HUD in 2014 that allow us to work with organizations that are not low to moderate income. Mr. Jamison advised that they will be bringing a renewal of the Sub-Recipient Agreement to the Board in early July, and because Motor City Match is a City-wide program, it will be using a different mixture of CBDG and General Funds dollars than in previous years so that businesses that are not located in the NRSAs will be able to get funding.

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

On a motion by Mr. Osei, seconded by Mr. Jackson, Resolution Code EDC 119-06-91-92 was unanimously approved.

Ms. Forte advised that she needed to leave and turned the Chair over to Ms. Bruhn.

Motor City Re-Store Recommendations for Round 6 Business Awards

Mr. Eugene-Lewis stated that on August 31, 2018 the EDC's Motor City Re-Store program began accepting applications for Round 6 Design and Construction Track Awards. Motor City Re-Store is a matching façade grant program for existing businesses in Detroit. The table below describes the levels of award and qualifications.



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

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

When applications closed on October 5, 2018 Motor City Re-Store had received 41 applications for Round 6.

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

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

Staff verified business eligibility based on self-reported data submitted in the application for the following seven criteria:

1. The business is currently open and operating for at least one year with regular hours in the physical location
2. The business is not operating in a home
3. The business is located in the City of Detroit
4. The business is a for-profit entity
5. The business is majority-owned by a person who is at least 18 years or older
6. The business and all owners are in good standing with the City of Detroit, State of Michigan and IRS, and
7. The business is not part of a franchise.



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

- “Design” track applicants are existing Detroit business needing CDBG-funded architectural design assistance. Finalists were selected based on eligibility and feasibility of their project. In total, eighteen (18) “Design” finalists were selected.
- “Construction” track applicants have signed and sealed construction drawings or ready-to-bid projects that do not require construction drawings. Finalists were selected based on eligibility and feasibility of their project. In total, eleven (11) finalists were selected.

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

1. Vision and plan
2. Experience
3. Market support
4. Community benefit
5. Leverage
6. Age of Business
7. Impact of proposed storefront improvements

Based on the evaluations, EDC staff recommends:

- Eleven (11) “Construction” awardees presented in Exhibit A:
 - Foundation-Funded “Construction” awards estimated at \$275,000 in an approval amount not to exceed \$275,000.
- Twelve (12) awardees for “Design” presented in Exhibit B:
 - City-funded “Design” awards estimated at \$120,000.

Total estimated Motor City Re-Store investment is \$395,000.

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

The EDC will enter into grant agreements with Round 6 Motor City Re-Store awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

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

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

On a motion by Mr. Osei, seconded by Mr. Jackson, Resolution Code EDC 19-06-91-93 was unanimously approved.



Motor City Re-Store Recommendations for Round 7 Business Awards

Mr. Eugene Lewis advised that on November 30, 2018 the EDC’s Motor City Re-Store program began accepting applications for Round 7 Design and Construction Track Awards. Motor City Re-Store is a matching façade grant program for existing businesses in Detroit. The table below describes the levels of award and qualifications.

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

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

When applications closed on January 1, 2019 Motor City Re-Store had received 25 applications for Round 7.

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

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

Staff verified business eligibility based on self-reported data submitted in the application for the following seven criteria:

1. The business is currently open and operating for at least one year with regular hours in the physical location
2. The business is not operating in a home
3. The business is located in the City of Detroit
4. The business is a for-profit entity
5. The business is majority-owned by a person who is at least 18 years or older



6. The business and all owners are in good standing with the City of Detroit, State of Michigan and IRS, and
7. The business is not part of a franchise.

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

- “Design” track applicants are existing Detroit business needing CDBG-funded architectural design assistance. Finalists were selected based on eligibility and feasibility of their project. In total, six (6) “Design” finalists were selected.
- “Construction” track applicants have signed and sealed construction drawings or ready-to-bid projects that do not require construction drawings. Finalists were selected based on eligibility and feasibility of their project. In total, nine (9) finalists were selected.

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

1. Vision and plan
2. Experience
3. Market support
4. Community benefit
5. Leverage
6. Age of Business
7. Impact of proposed storefront improvements

Based on the evaluations, EDC staff recommends:

- Nine (9) “Construction” awardees presented in Exhibit A included in the Board material:
 - Foundation-Funded “Construction” awards estimated at \$225,000 in an approval amount not to exceed \$225,000.
- Six (6) awardees for “Design” presented in Exhibit B included in the Board mater:
 - City-funded “Design” awards estimated at \$60,000.
- Total estimated Motor City Re-Store investment is \$285,000.

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

The EDC will enter into grant agreements with Round 7 Motor City Re-Store awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

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



Mr. Jackson noted that this round was heavy in District 6 and questioned why. Mr. Eugene-Lewis responded that the outreach is equal to all areas and that District 6 which includes Corktown and runs downriver is a very large area. Mr. Jackson stated that in the past, a map plotting all of the awardees was provided to the Board and requested that one be included in the Board package for future rounds.

Mr. Eugene-Lewis and Mr. Lucco distributed information packets to the Board on the Motor City Match and Re-Store awards that were just approved by the Board. Ms. Jensen advised that in the future, the information will be provided in the Board package.

Mr. Hodge noted that the Board had requested that the names of the business owners be provided and that there was one that did not list the individual owners. Mr. Eugene-Lewis apologized and stated that he will provide the names in the future.

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

On a motion by Mr. Jackson, seconded by Mr. Osei, Resolution Code EDC 19-06-91-94 was unanimously approved.

ADMINISTRATION

Ms. Jensen reminded the Board members that we will be going paperless as of the next meeting and will be using the tablets exclusively.

OTHER MATTERS

PUBLIC COMMENT

ADJOURNMENT

On a motion by Mr. Osei, seconded by Mr. Jackson, Ms. Bruhn adjourned the meeting at 9:36 a.m.



CODE EDC 19-06-91-91

MOTOR CITY MATCH RECOMMENDATION FOR ROUND 15 BUILDING AWARDS

WHEREAS, EDC staff has completed extensive due diligence and evaluation for applications ("Applications") for the thirteenth round ("Round 15") 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 Board determined that the staff recommendation is reasonable and consistent with the Motor City Match program.

NOW, THEREFORE, BE IT RESOLVED, that the EDC Board of Directors accepts the current results of the Round 15 Building Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED that the EDC Board of Directors accepts the current results of the Round 15 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.

June 25, 2019



Exhibit A
Motor City Match: Round 15
Recommended "Space" Awardees – Top Property Designation
June 25, 2019

Property Street Address	Type of Building	Available Square Footage	Multi-Tenant Building	Condition Category	Owner
10355 Hamilton	Commercial	5780	Multi-tenant	Fair	Sienna White
9 Woodland aka 11700-11730 Woodward	Commercial	32000	Multi-tenant	Fair	Davis Conca
12737 Linwood	Commercial	6600	Multi-tenant	Good	Sonya Greene
12817 Harper	Commercial	2600	Single tenant	Fair	Decarlos Stewart
1452 W Alexandrine aka 4100 Trumbull	Commercial	1300	Singe tenant	Fair	Edward Potas
15850 Wyoming	Commercial	31000	Single tenant	Fair	Lance McGhee II
3530 Grand River	Commercial	8700	Multi-tenant	Fair	Angie Gaabo
8735 Second	Warehouse	10000	Multi-tenant	Good	Lisa Johanon
8830 Fenkell	Commercial	4382	Multi-tenant	Fair	Vincente Relf
14324 Longview	Other	32000	Multi-tenant	Fair	Alisha Raiford



Exhibit B
Motor City Match: Round 15
Recommended "Design" Awardees
June 25, 2019

Business Name	Description	Property Address	Disposition	Owner
The Haute Dress	Luxurious dress rental boutique	8421 Gratiot	owner	Keisha Parks
Turning Headz Beauty Bar	Beauty Supply with upscale salon services	15888 Wyoming	owner	Michelle Butler
Glass Block Express	Builder, installer of glass block	13106 Linwood	owner	Sonja McCoy



CODE EDC 19-06-91-92

MOTOR CITY MATCH: ROUND 15 BUSINESS AWARDS

WHEREAS, EDC staff has completed due diligence and evaluation for applications (“Applications”) in the fifteenth round (“ROUND 15”) of the Motor City Match Business Application Track; and

WHEREAS, the EDC staff has provided recommendations to the Board to receive technical assistance for the “Business Plan” awards, “Space” awards, and cash grant investment for the “Cash” award categories; and

WHEREAS, the EDC Board has 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 15 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 15 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, recommends to the EDC Board of Directors the approval of the “Cash” grant awards that were recommended by Staff pursuant to the ROUND 15 Business Application evaluation process, attached hereto as Exhibit C.

BE IT FURTHER RESOLVED that the EDC Board of Directors, recommends that grant amounts not fully allocated each round (i.e., the remaining funds when quarterly “Cash” awards total less than \$500,000) be repurposed and distributed in future rounds. In such cases, Staff would have the authority to recommend more than \$500,000 in “Cash” awards in future rounds, subject to the approval of the Board.

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

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

June 25, 2019



Exhibit A
Motor City Match: Round 15
Recommended "Space" Awardees – Top Property Designation
June 25, 2019

Property Street Address	Type of Building	Available Square Footage	Multi-Tenant Building	Condition Category	Owner
10355 Hamilton	Commercial	5780	Multi-tenant	Fair	Sienna White
9 Woodland aka 11700-11730 Woodward	Commercial	32000	Multi-tenant	Fair	Davis Conca
12737 Linwood	Commercial	6600	Multi-tenant	Good	Sonya Greene
12817 Harper	Commercial	2600	Single tenant	Fair	Decarlos Stewart
1452 W Alexandrine aka 4100 Trumbull	Commercial	1300	Singe tenant	Fair	Edward Potas
15850 Wyoming	Commercial	31000	Single tenant	Fair	Lance McGhee II
3530 Grand River	Commercial	8700	Multi-tenant	Fair	Angie Gaabo
8735 Second	Warehouse	10000	Multi-tenant	Good	Lisa Johanon
8830 Fenkell	Commercial	4382	Multi-tenant	Fair	Vincente Relf
14324 Longview	Other	32000	Multi-tenant	Fair	Alisha Raiford



Exhibit B
Motor City Match: Round 15
Recommended "Design" Awardees
June 25, 2019

Business Name	Description	Property Address	Disposition	Owner
The Haute Dress	Luxurious dress rental boutique	8421 Gratiot	owner	Keisha Parks
Turning Headz Beauty Bar	Beauty Supply with upscale salon services	15888 Wyoming	owner	Michelle Butler
Glass Block Express	Builder, installer of glass block	13106 Linwood	owner	Sonja McCoy



Exhibit C Recommended "Cash" Awardees

1. Detroit Mini Donut

Owners: Karen Hudson

Location: 204 E Grand River

Neighborhood (District): Downtown (6)

Description: Detroit Mini Donut is expanding from a mobile food truck into brick and mortar in Downtown Detroit. Owners Karen Hudson and Karla Willis specialize in making fresh mini donuts while our customers get to watch. Detroit Mini Donut also offers catering and event services.

Past MCM Awards/Buildings: Space Awardee

Existing Business for 7 years

Total Expected Investment: \$80,000.00

Equity: \$15,200.00

Gap: \$64,800.00

MCM Grant: \$5,000.00

Loan: \$63,000.00 (Keybank, Paypal, Square, TriQuest)

Minority-owned

Woman-owned

2. The Lexington

Owners: Dave Frassetto

Location: 5063 Trumbull Suite 1

Neighborhood (District): Woodbridge (6)

Description: The Lexington will return a historic bar to its original location at 5063 Trumbull, in Detroit's Woodbridge Neighborhood, focusing on craft cocktails and craft beers. In addition, the Lexington will act as a "teaching" bar that offers new employees a unique opportunity to build the skills they need for a successful career in the food and beverage industry. Lexington alumni will be equipped to become industry leaders in Detroit and throughout the region. A significant portion of new jobs will be reserved for neighborhood residents.

Past MCM Awards/Buildings: Motor City Match Building

New Business

Total Expected Investment: \$223,000.00

Equity: \$120,000.00

Gap: \$103,000.00

MCM Grant: \$20,000.00

Loan: \$83,000.00 (ID)



3. Greenwood District Company

Owners: Ashleigh Fox

Location: 17221 Mack Ave

Neighborhood (District): Cornerstone (4)

Description: The Greenwood District Company is a mens' and boys' clothing boutique offering everything from jeans to suits. Owner Ashleigh Fox is committed to offering the highest quality brands combined and full suite of services including regular onsite tailoring. Greenwood District Company sits at the intersection of several eastside neighborhoods, and will fill a much needed demand for quality mens' and boys' clothing.

Past MCM Awards/Buildings: NA

New Business

Total Expected Investment: \$75,000.00

Equity: \$25,000.00

Gap: \$50,000.00

MCM Grant: \$25,000.00

Loan: \$25,000.00 (CEED)

Minority-owned

Woman-owned

Detroit Resident

4. The Gathering Coffee Company

Owners: Emily Steffen

Location: 2831 East Grand Blvd.

Neighborhood (District): Milwaukee Junction (5)

Description: The Gathering is a philanthropic coffee company seeking to create positive change and promote sustainability in the local community. The heart of the space is the gathering table, a place open for community meetings, education, and the arts. With a desire to partner with residents, neighborhood artists, and local Detroit Public Schools, the Gathering hopes to contribute positively to the vitality of the neighborhood.

Past MCM Awards/Buildings: Motor City Match Building

New Business

Total Expected Investment: \$75,000.00

Equity: \$15,000.00

Gap: \$60,000.00

MCM Grant: \$30,000.00

Loan: \$30,000.00 (ProsperUs)

Woman-owned

Detroit Resident



5. Yes We CNA, LLC

Owners: Samania Peterson

Location: 18810-18820 Woodward

Neighborhood (District): Grixdale Farms (2)

Description: Samania Peters is a certified CNA trainer opening whose new school will offer an opportunity for neighborhood residents to start a career in nursing and health career. Yes We CNA will provide affordable training and job placement for prospective certified nursing assistants. Plans to offer transportation and childcare will ensure that Yes We CNA is accessible to students from all over the city. Yes We CNA aspires to inspire the youth and create more productive citizens for the City of Detroit.

Past MCM Awards/Buildings: NA

New Business

Total Expected Investment: \$52,500.00

Equity: \$2,500.00

Gap: \$50,000.00

MCM Grant: \$30,000.00

Loan: \$20,000.00 (CEED, MWF)

Minority-owned

Woman-owned

Detroit Resident

6. Umi's Comfort LLC

Owners: Kecia Escoe

Location: 12200 Petoskey

Neighborhood (District): Russell Woods (7)

Description: Umi's Comfort creates functional textile art to customer specifications and teaches quilting and textile workshops. Umi's Comfort's mission is to provide and restore family memories through quality one of a kind quilts and quilt restoration. Owner Kecia Esco creates custom made quilts, restores family heirlooms, repurposes used denim into blue jean skirts and makes small rope baskets. Quilts can tell stories and communicate traditions, Umi's Comfort will help the community preserve its heritage through this unique art.

Past MCM Awards/Buildings: Design Awardee & Motor City Match Building

Existing Business for 5 Years

Total Expected Investment: \$85,000.00

Equity: \$5,000.00

Gap: \$80,000.00

MCM Grant: \$50,000.00

Loan: \$30,000.00 (ProsperUs)

Minority-owned

Woman-owned

Detroit Resident



7. Playa Vs. Playa

Owners: Lance Doyle McGhee II

Location: 15850 Wyoming Ave.

Neighborhood (District): Fitzgerald (2)

Description: Playa vs. Playa is owner Lance Doyle McGhee's vision to provide the Fitzgerald neighborhood and surrounding communities a cross-generational, inclusive and safe entertainment facility that features E-sports competitions and training as well as a diverse array of contemporary and retro video and board games. The building will have a small kitchen and smoothie bar. In addition, the building will also have an attached multi-purpose room available for classes, meetings, parties or other community events. There are no gaming facilities that offer face to face E-sports-style gaming, board games, and traditional stand-up games, all under the same roof in the city of Detroit; especially within inner-city neighborhoods.

Past MCM Awards/Buildings: NA

New Business

Total Expected Investment: \$195,000.00

Equity: \$67,000.00

Gap: \$128,000.00

MCM Grant: \$60,000.00

Loan: \$68,000.00 (DDF)

Minority-owned

8. Social Tykes

Owners: Raven Fisher

Location: 1500 Michigan Avenue

Neighborhood (District): Corktown (6)

Description: Social Tykes is an open play place for children ages 0 to 6 offering daily open play, mommy and me yoga, space rental for events, and a small cafe with smoothies, lunch boxes, and coffee. Services are offered at affordable daily and monthly rates to keep Social Tykes accessible for all Detroit families. Through relationships with local nonprofit organizations like as the Greater Detroit Coalition and Horatio Williams Foundation, Social Tykes for Detroit kids to build lasting relationships and learn together.

Past MCM Awards/Buildings: Space Awardee

New Business

Total Expected Investment: \$152,000.00

Equity: \$10,000.00

Gap: \$142,000.00

MCM Grant: \$60,000.00

Loan: \$82,000.00 (DDF)

Minority-owned

Woman-owned

Detroit Resident



9. Polished Lounge, LLC

Owners: la Vang

Location: 4417 Second Avenue

Neighborhood (District): Downtown (6)

Description: Polished Lounge is Detroit's neighborhood nail salon, a relaxing oasis to unwind from a busy life to enjoy being pampered. Polished Lounge will meticulous, fast, and high-quality nail services at reasonable prices in 30 minutes to an hour. Owner la Vang and her staff specialize in natural nail services including manicures, pedicures, gel polish, and a variety of nail enhancements. Polished Lounge will maximize the vibrant energy in the heart of Detroit, with a touch of polish.

Past MCM Awards/Buildings: Space Awardee & Design Awardee

Existing Business for 23 Years

Total Expected Investment: \$282,000.00

Equity: \$30,000.00

Gap: \$252,000.00

MCM Grant: \$65,000.00

Loan: \$187,000.00 (ID, DDF, MWF)

Minority-owned

Woman-owned

Detroit Resident

10. Motor City Brewing Works

Owners: John Linardos

Location: 19350 Livernois

Neighborhood (District): Avenue of Fashion (2)

Description: Motor City Brewing Works is the oldest operating micro brewery in Detroit and will deepen its roots in the city with a second microbrewery located on the Avenue of Fashion. The new location will offer a selection of limited edition brews, a small production facility, and a variety of food options. As the craft brewing industry has exploded, Motor City Brewing works sees an opportunity to deepen its commitment Detroit, provide jobs for Detroiters, and be contribute to a growing food scene on Livernois.

Past MCM Awards/Buildings: Motor City Match Building

Existing Business for 25 Years

Total Expected Investment: \$550,000.00

Equity: \$250,000.00

Gap: \$300,000.00

MCM Grant: \$75,000.00

Loan: \$225,000.00 (ID, DDF)



11. Cabresto Tasting Room-DBA "Toma Detroit"

Owner: Jose Lopez

Location: 1828 Michigan Avenue

Neighborhood (District): Corktown (6)

Description: Toma Detroit is a Bar Restaurant with Latin inspired cuisine, craft cocktails and a Tequila/Mezcal tasting room located in Corktown. Toma will bring new life and flavor to the old Casey's Pub on Michigan Avenue. In addition to offering unique food and drinks, Toma's goal is to educate its guests on the spirits and beautiful culture of Mexico through the lens of Southwest Detroit. Toma's team are born and raised in Southwest Detroit, are excited to share a love for their cuisine and culture with Detroiters.

Past MCM Awards/Buildings: Space Awardee & Design Awardee

Existing Business for 6 Years

Total Expected Investment: \$1,200,000.00

Equity: \$391,000.00

Gap: \$809,000.00

MCM Grant: \$80,000.00

Loan: \$729,000.00 (DDF, ID)

Minority-owned

Detroit Resident



CODE EDC 19-06-91-93

MOTOR CITY RE-STORE: ROUND 6 AWARDS

WHEREAS, EDC staff has completed due diligence and evaluation for applications (“Applications) in the sixth round (“Round 6”) of the Motor City Re-Store Program; and

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

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

NOW, THEREFORE, BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 6 evaluation process, and approves the Applications that have been recommended for Motor City Re-Store “Construction” awards, attached hereto as Exhibit A and “Design” awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED that the EDC Board of Directors, recommends that grant amounts not fully allocated each round (i.e., the remaining funds when quarterly “Construction” awards total less than \$500,000) be repurposed and distributed in future rounds. In such cases, Staff would have the authority to recommend more than \$500,000 in awards in future rounds, subject to the approval of the Board.

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

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

June 25, 2019



Exhibit A

Recommended "Construction" Awardees

1. 2930 E. Jefferson, LLC

Estimated Construction Award: \$25,000

Owner: Matthew Abel

Location: 2930 E Jefferson Ave., in Rivertown (District 5)

Description: 2930 E. Jefferson, LLC is a property management company. Currently, the building tenants a law firm, a yoga studio, and a wellness center. The business has been serving the community for nine (9) years. In Round 3, 2930 E. Jefferson received a Design Track award.

Project scope: awnings and canopies, bike rack or other bike parking measures, decorative and non-decorative painting, door repair or replacement, lighting, storm water management, landscaping, parking lot repairs, signage, and window repair or replacement.

Detroit Resident-owned

2. Arrow Office Supply

Estimated Construction Award: \$25,000

Owner: Michael Crane

Location: 17005 Grand River Ave., in Grandmont (District 1)

Description: Arrow Office Supply is one of the oldest office supply companies in Michigan. The business has been serving the community for seventy-two (72) years. In addition to office supplies, they also provide janitorial supplies, snacks and drinks for breakrooms, and toner and ink. In Round 1, Arrow Office Supply received a Design Track award.

Project scope: awnings and canopies, decorative and non-decorative painting, lighting, landscaping, mural, parking lot repairs, signage, and fencing.

3. Belt Line Center, LLC

Estimated Construction Award: \$25,000

Owner: Charles E. Letts III

Location: 1111 Bellevue St., in Islandview (District 5)

Description: Belt Line Center LLC is a multi-unit commercial development that offers light manufacturing, raw industrial and creative loft office space for lease. Belt Line provides quality commercial space for several local businesses and artists. Along with the space there are several property amenities for tenants to use and benefit from such as, green space, on-site parking, loading docks/overhead door access, kitchenette, Conference Room, and professional management staff. The business has been serving the community for over one (1) year.

Project scope: decorative and non-decorative painting, storm water management, landscaping, mural, parking lot repairs, signage, tuck pointing and masonry repair, window repair or replacement, and window glazing.



4. Clark's Rental Hall

Estimated Construction Award: \$25,000

Owner: Shannon Clark

Location: 11301 E. McNichols,

Description: Clark's Rental Hall is a multipurpose event space. The business features nine (9) spaces and a kitchen. Clark's Rental Hall has been serving the community for two (2) years. In Round 1, Clark's Rental Hall received a Design Track award.

Project Scope: awnings and canopies, bike parking measures, painting, door repair or replacement, lighting, storm water management, landscaping, mural, parking lot repairs, sidewalk repairs or replacement, signage, tuck pointing and masonry repair, window repair or replacement and window glazing.

Minority-owned

Woman-owned

5. Detroit Design Center

Estimated Construction Award: \$25,000

Owner: Erik Nordin and Israel Nordin

Location: 4225 Third St., in Midtown (District 6)

Description: Detroit Design Center is an art showroom and event space. Periodically, it hosts creative events such as theater, music, and performance art for special events such as Noel Night. Detroit Design Center has been serving the community for eighteen (18) years.

Project scope: awnings and canopies, bike parking measure, storm water management, landscaping, parking lot repairs, sidewalk repairs, and signage.

Detroit resident owned

6. Eagle Specialties

Estimated Construction Award: \$25,000

Owner: Taryn Sulkes

Location: 14333 Fenkell St., in Bethune Community (District 1)

Description: Eagle Specialties is a commercial construction specialties supplier/subcontractor. They provide products such as lockers, roller shades, fire extinguishers and cabinets. The business has been serving the community for four (4) years.

Project scope: awnings and canopies, painting, lighting, mural, parking lot repairs, signage, and Project Greenlight installation.

Minority-owned

Woman-owned

7. Food Exchange Restaurant

Estimated Construction Award: \$25,000

Owner: Bruce Harvey

Location: 8451 Harper Ave., in Airport Sub (District 3)

Description: Food Exchange Restaurant is a restaurant serving burgers that are not only big in size but also big in quality and taste. Their hamburgers are 100% fresh ground beef



that is delivered daily from Eastern Market. The business has been serving the community for nineteen (19) years and was awarded a Design Track award in Round 1.

Project scope: awnings and canopies, painting, door replacement, lighting, landscaping, tuck pointing and masonry repair, window replacement, and outdoor seating.

Minority-owned

Detroit resident owned

8. Gregg's Pizza & Bar B Que

Estimated Construction Award: \$25,000

Owner: Peter Coratti

Location: 17160 Livernois Ave., in University District (District 2)

Description: Gregg's Pizza & Bar B Que is a carry out and delivery restaurant specializing in pizza, pasta, chicken, and spare ribs. They make their own homemade pizza dough and sauces. Gregg's Pizza serves schools year-round and provide meals to the Wayne County summer school program. The business has been serving the neighborhood for fifty-six (56) years.

Project scope: lighting and parking lot repairs.

9. Kiosco

Estimated Construction Award: \$25,000

Owner: Jose de Jesus Lopez

Location: 7271 Dix St., in Springwells (District 6)

Description: Kiosco is a banquet hall located in Springwells. The business caters to social and business events. Kiosco has been serving the community for ten (10) years.

Project Scope: lighting, storm water management, landscaping, parking lot repairs, sidewalk repairs or replacement.

Minority-owned

Detroit resident owned

10. Lockerroom Lounge

Estimated Construction Award: \$25,000

Owner: Angela Vincent

Location: 18290 Livernois Ave., in University District (District 2)

Description: Lockerroom Lounge is a bar and restaurant featuring funk, R&B, and oldies music played by a house band. Lockerroom has been serving the community for thirty-three (33) years. In Round 3, they received a Design Track award.

Project scope: awnings and canopies, painting, door replacement, lighting, landscaping, tuck pointing and masonry repair, window replacement, and outdoor seating.

Minority-owned

Woman-owned

Detroit resident owned



11. Soap and Rinse Car Wash

Estimated Construction Award: \$25,000

Owner: Dee Durrell

Location: 20700 W. 7 Mile Rd., in Evergreen Lahser 7/8 (District 1)

Description: Soap and Rinse Car Wash is a four-bay, self-service, coin-operated car wash. It was built in 1967 and has been a fixture in the area for fifty (50) years. The business is received a Design Track award in Round 1.

Project Scope: awnings and canopies, door repair or replacement, lighting, mural, parking lot repairs, sidewalk repairs or replacement, signage, and tuck pointing and masonry repair.

Minority-owned



Exhibit B

Recommended "Design" Awardees

Business Owner Name	Business Name	Business Type	Neighborhood	Award Amount
Serafina Hernandez	Armando's Mexican Restaurant	Restaurant	Central Southwest	\$10,000.00
Michael Berry	Bargain Furniture	Furniture Store	Conner Creek	\$10,000.00
Deveri Gifford and Jason Yates	Brooklyn Street Local	Restaurant	Corktown	\$10,000.00
Martina Medina	Classic Barber Shop	Barbershop	Claytown	\$10,000.00
Nathanael Egger	D&D Moving & Storage Company	Storage Facility	Islandview	\$10,000.00
Debbie Dukes-Bryant	Debbie's Hair Dimensions	Hair Salon	Barton-McFarland	\$10,000.00
Bob Roberts	McShane's Irish Pub and Whiskey Bar	Bar and Restaurant	Corktown	\$10,000.00
Mark Bacall	Payless Market	Convenience Store	Islandview	\$10,000.00
Miguel Hernandez	Pupuseria Y Restaurant Salvadoreño	Restaurant	Michigan-Martin	\$10,000.00
Jose Manuel Vargas Orozco	Super Mexicana	Grocery Store	Hubbard Farms	\$10,000.00
Corey Williams	The Wildemere	Event Space	Martin Park	\$10,000.00
Ghazwan Yono	Trinity Liquor	Convenience Store	Holcomb Community	\$10,000.00



CODE EDC 19-06-91-94

MOTOR CITY RE-STORE: ROUND 7 AWARDS

WHEREAS, EDC staff has completed due diligence and evaluation for applications (“Applications”) in the sixth round (“Round 7”) of the Motor City Re-Store Program; and

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

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

NOW, THEREFORE, BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 7 evaluation process, and approves the Applications that have been recommended for Motor City Re-Store “Construction” awards, attached hereto as Exhibit A and “Design” awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED that the EDC Board of Directors, recommends that grant amounts not fully allocated each round (i.e., the remaining funds when quarterly “Construction” awards total less than \$500,000) be repurposed and distributed in future rounds. In such cases, Staff would have the authority to recommend more than \$500,000 in awards in future rounds, subject to the approval of the Board.

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

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

June 25, 2019



Exhibit A

Recommended "Construction" Awardees

1. **Amazing Resale**

Estimated Construction Award: \$25,000

Owners: George Starkey

Location: 19616 Plymouth Road, in Weatherby (District 7)

Description: Amazing Resale is a resale furniture and home goods store that supplies the community with affordable home goods, furniture, appliances, and landscaping equipment. It has been in business thirteen (13) years.

Project scope: Decorative and non-decorative painting, door repair or replacement, new signage, window repair or replacement, and window glazing.

Minority-owned

2. **Beverage One**

Estimated Construction Award: \$25,000

Owners: Gus Azar

Location: 19322 Grand River Ave., in North Rosedale Park (District 1)

Description: Beverage One is a convenience store that has been operating in North Rosedale Park for 19 years. It provides refreshments and snacks to the neighborhood and employs 10 people full-time.

Project Scope: Awnings and canopies, decorative and non-decorative painting, door repair or replacement, ground level or overhead lighting, storm water management, signage, tuck pointing and masonry repair, as well as an updated façade.

Minority-owned

3. **Great Lakes Property Management Group, LLC**

Estimated Construction Award: \$25,000

Owners: Great Lakes Property Management Group, LLC

Location: 16554 Wyoming, in Fitzgerald / Marygrove (District 2)

Description: Great Lakes Property Management Group, LLC is a full service real-estate, property management, rehab, and consulting company. They provide low to moderate income housing and have completed over 150 rehab projects across Detroit. They have been in business twelve (12) years.

Project Scope: Awnings and canopies, decorative and non-decorative painting, door repair or replacement, ground level or overhead lighting, landscaping, signage, tuck pointing and masonry repair, window repair or replacement, and window glazing.

Minority-owned

Woman-owned



4. **Jo's Gallery 2, LLC**

Estimated Construction Award: \$25,000

Owners: Garnette Archer

Location: 19376 Livernois Ave., in Sherwood Forest (District 2)

Description: Jo's Gallery is a 20-year old gallery in its second generation of ownership. Known as a high-profile location for displaying the works of emerging and established African American artists, the gallery sells affordable giftware, art, and custom framing services.

Project Scope: Awnings and canopies, door repair or replacement, storm water management, landscaping, murals, parking lot repairs, signage, tuck pointing and masonry repair, window repair or replacement, and window glazing.

Minority-owned

Woman-owned

5. **Latino Press**

Estimated Construction Award: \$25,000

Owners: Elias M. Gutierrez

Location: 6301 Michigan Ave., in Michigan – Martin (District 6)

Description: Latino Press is recognized as the largest Hispanic media outlet in the state of Michigan and has been operating for 25 years. It delivers Spanish-language products to Michigan's growing Hispanic population and offers advertisers the opportunities to engage and build connections with their community of 70,000 Spanish speaking readers.

Project Scope: Landscaping, parking lot repairs, tuck pointing and masonry repairs.

Minority-owned

6. **Micah's Salon**

Estimated Construction Award: \$25,000

Owners: Michael Thacker and Caprise Thacker

Location: 19374 Livernois Ave., in Sherwood Forest (District 2)

Description: Micah's is a natural hair salon that caters specifically to the African American community. They have been providing hair care, free of harsh chemicals, for the last 16 years and also sell a variety of natural hair care products.

Project Scope: Awnings and canopies, door repair or replacement, ground level or overhead lighting, storm water management, landscaping, murals, parking lot repairs, tuck pointing and masonry repair, window repair or replacement, and window glazing.

Minority-owned

7. **Patterson Dog & Cat Hospital, Inc.**

Estimated Construction Award: \$25,000

Owners: Glynes Graham

Location: 3800 Grand River Ave., in Woodbridge (District 6)

Description: Patterson Dog & Cat Hospital, Inc. is a small veterinary clinic that offers routine care for dogs and cats, as well as dental and surgery procedures, and diagnostics like blood work and radiographs. They have been in business in Detroit for 175 years.



Project Scope: Bike rack, Decorative and non-decorative painting, door repair or replacement, ground level or overhead lighting, sidewalk repairs or replacement, signage, tuck pointing and masonry repair, window repair or replacement, and window glazing.

Woman-owned

8. **PJ's Lager House**

Estimated Construction Award: \$25,000

Owners: Paul J. Ryder

Location: 1254 Michigan Ave., in Corktown (District 6)

Description: PJ's Lager House is a neighborhood bar that has been serving food and live entertainment to the neighborhood of Corktown and beyond for over 100 years. They offer drinks, hamburgers, as well as a vegan or vegetarian menu.

Project Scope: Awnings and canopies, door repair or replacement, ground level or overhead lighting, signage, tuck pointing and masonry repairs, window repair or replacement, window glazing, install a new landing off the back door with a new staircase, reduce height of rear cinderblock wall and install wrought iron fence on top of remaining wall.

9. **RollerCade**

Estimated Construction Award: \$25,000

Owners: Kyle Black

Location: 2130 S. Schaefer HWY, in Boynton (District 6)

Description: RollerCade is a family owned and operated roller-skating rink that was founded in 1955. They provide the 48217 neighborhoods with a safe and family-oriented environment for birthday parties and fundraisers. They also sell roller skating equipment to those of all skill levels out of their pro shop.

Project Scope: Awnings and canopies, decorative and non-decorative painting, door repair or replacement, ground level or overhead lighting, storm water management, landscaping, parking lot repairs, sidewalk repairs or replacement, signage, and tuck pointing and masonry repairs.

Minority-owned



Exhibit B

Recommended "Design" Awardees

Business Owner Name	Business Name	Business Type	Neighborhood	Award Amount
Juanita Franco	La Gloria Bakery	Bakery	Mexicantown	\$10,000.00
Thamir Faraj	Liberty Liquor	Convenience Store	Gratiot-Grand	\$10,000.00
Latif Danyal	Livernois Foods	Convenience Store	Russell Woods	\$10,000.00
Mattie Olliver	Monique's Party Store	Convenience Store	Gratiot Town/ Kettering	\$10,000.00
Eulalia Pina	Quince Primavera's	Retail	Central Southwest	\$10,000.00
Candice Meeks	The Craft Cafe Detroit	Restaurant	Morningside	\$10,000.00