



**CODE EDC 19-05-02-312**

**APPROVAL OF MINUTES OF APRIL 23, 2019 MEETING**

RESOLVED, that the minutes of the Regular meeting of April 23, 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.

May 9, 2019



**ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
TUESDAY, APRIL 23, 2019 – 8:30 A.M.**

**BOARD MEMBERS PRESENT:** Marsha Bruhn  
Kimberly Clayson  
Linda Forte  
Kwaku Osei  
Matthew Roling  
Jonathan Quarles  
Thomas Stallworth

**BOARD MEMBERS ABSENT:** Maurice Cox (Ex-Officio)  
Damon Hodge  
Chris Jackson  
John Naglick (Ex-Officio)

**SPECIAL DIRECTORS  
PRESENT:** None

**SPECIAL DIRECTORS  
ABSENT:** Jon Newton (Waterfront East Development Project)

**OTHERS PRESENT:** Pierre Batton (DEGC/EDC)  
Gay Hilger (DEGC/EDC)  
Paul Kako (DEGC/EDC)  
Jennifer Kanalos (DEGC/EDC)  
Glen Long (DEGC/EDC)  
Andrew Lucco (DEGC/EDC)  
Rebecca Navin (DEGC/EDC)  
Sarah Pavelko (DEGC/EDC)  
Mariangela Pledl (DEGC/EDC)  
Kelly Shovan (DEGC/EDC)



**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS REGULAR MEETING  
TUESDAY, APRIL 23, 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 8:34 a.m.

**GENERAL**

**Approval of Minutes**

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the March 26, 2019 Regular Board meeting. Hearing none, the Board took the following action:

On a motion by Ms. Bruhn, seconded by Mr. Quarles, Resolution Code EDC 19-04-02-311 was unanimously approved.

**Receipt of Treasurer's Reports**

Ms. Shovan reviewed the Treasurer's Report of Receipts and Disbursements for the months of February and March 2019 for the benefit of the Board. With there being no questions or discussion, the Board took the following action:

On a motion by Mr. Roling, seconded by Mr. Quarles, Resolution Codes EDC 19-04-03-237 and EDC 19-04-03-238 were unanimously approved.

**PROJECTS**

**Waterfront East Project Plan: Use of Funds for Planning Services on the Uniroyal Site**

Ms. Pavelko informed that the Detroit Brownfield Redevelopment Authority ("DBRA") holds a Development Agreement (as amended, the "Agreement") with Bettis/Bettters Development, LLC (the "Developer") for the property commonly known as the Uniroyal Site. The Developer has requested the DBRA phase the development and drawdown of land for the 42-acre site. This phasing approach requires a master plan to create informed phasing and parcel boundaries for a subsequent amendment to the Agreement.

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The Economic Development Corporation of the City of Detroit (the “EDC”) and DBRA executed the Interlocal Agreement (the “Interlocal Agreement”) on September 24, 2013. The purpose of the Interlocal Agreement was to facilitate implementation of the East Riverfront Plan. In accordance with the provisions of the Interlocal Agreement, and in furtherance of the Developer’s proposal, the DBRA has requested the EDC to assist in providing funding for a master planning process with the Developer.

DBRA staff has negotiated a scope of work for the services described in the attached Exhibit A (the “Services”) with the planning and architectural firm Skidmore, Owings and Merrill (“SOM”) to create a Uniroyal Master Plan. SOM is a Chicago-based firm and was selected through a competitive process to lead the East Riverfront District Framework planning process. The Detroit Riverfront Conservancy (the “DRFC”) in collaboration with the City of Detroit Planning and Development Department and the EDC recently completed the 10-month planning engagement and launched the East Riverfront Framework. For this planning process, a Request for Qualifications and Proposals was issued in November 2015 and twenty-four responses were received. After an internal review process, publicly held interviews were conducted with six selected firms in July 2016. Over 300 residents and stakeholders attended the interviews. SOM was selected based on its experience on projects of similar scope, size and complexity, expertise in waterfront and community planning, and the local representation and partners. SOM has knowledge of the area, stakeholders, and developed vision that makes them uniquely qualified to complete a high quality and cost-effective master planning process expeditiously. The total cost for the services is an amount not to exceed \$200,080 (the “Service Fee”).

DBRA and the Developer will share the cost of the Service Fee equally. The EDC is being asked to contribute an amount equal to 50% of the Service Fee to the DBRA to assist in funding the Services. The contribution and acceptance of these funds will be pursuant to a funding agreement entered into between the EDC and the DBRA.

A resolution was included for the Board’s consideration.

A lengthy discussion took place regarding the following issues:

- The community driven process that was recently completed on this project, who will approve the master plan, and the need for the master plan to be presented to the various stakeholders in the community.
- Alternative, if this planning process is not approved, would allow the developer to move forward with the 2006 development agreement with DBRA as currently drafted, in which the community, DBRA and City have no approval rights of what the planning is on the site.
- Environmental condition of the site and developer’s responsibility to remove contamination on the site.
- Background on the project and development agreement approved by the Brownfield Redevelopment Authority in 2006 and the economic conditions at that time versus today.
- Source of funding of one-half of the study coming from casino bond money, or taxpayers’ dollars.



- Basic outcome expected of this master plan.
- What will hold the developers contractually to the master plan.
- Phasing of the project.
- Planning for public education in the project area.
- Affordable housing in project area.
- Timeline and “hard time requirements” for the project.
- Consequences of not approving the East Riverfront District Framework planning process.

Subsequent to the discussion, Ms. Bruhn stated that she would like to make a motion to amend Exhibit A - Scope of Services (attached) to include, “as part of Stage 3 of the Agreement, a community meeting with stakeholders will be held to present the Master Plan.”

On a motion by Ms. Bruhn, seconded by Mr. Quarles, Resolution Code EDC 19-04-70-92 was approved, as amended, with Mr. Roling opposing.

#### **Motor City Match: Recommendation to Extend Award Deadline and Change Project Address**

Ms. Pledl advised that on June 1, 2015, the EDC’s Motor City Match program began accepting applications for Round 1 of the Business Owner Award Track, including the “Cash” Award Track. The “Cash” Award Track awards businesses who have a business plan, a secured space, and funds available to invest in their project a grant up to \$100,000 to assist in the business’ project.

Since June 1, 2015, the EDC has awarded Cash grants to 159 businesses in the City of Detroit and, pursuant to the terms of the grant agreement executed between the EDC and the awardees, awardees are required to access their grant within one (1) year from the date of board approval to use its “Cash” award. While many awardees are able to complete their respective project within the one (1) year term, twelve (12) awardees (the “Awardees”) were unable to secure all of the financing required for the project and have experienced other unexpected delays which prevented the Awardees from completing their project within a year.

In order for the Awardees to complete their projects and use the funding under their respective “Cash” grant awards, EDC staff recommends that the one (1) year term for “Cash” award period be extended by one (1) additional year, through April 30th, 2020, for the following Awardees:

**Tiki’s Treasures:** Tiki’s Treasures, a Round 6 grantee, is planning a mixed-use rehab of a historical building across the street from the Motown Museum. Teresa “Tiki” Singleton will occupy the main floor with Tiki’s Treasures, a consignment and vintage resale shop. Through pop-ups and online sales, Tiki’s Treasures has developed a loyal following throughout the city. One additional tenant will occupy the ground floor, while two residential units will be rentable on the second floor. Tiki’s project transformed after the challenges creating a second-floor retail space made it clear that residential units were more feasible. Construction will begin later this spring.



**One Stop Property Maintenance LLC:** One Stop Property Maintenance LLC, a Round 9 grantee, provides year-round custom facility maintenance solutions to businesses in the Metro Detroit area. One Stop focuses on hiring local whenever possible and takes pride in being part of Detroit's resurgence. Owner Kenji Lemon is completing a total reconstruction of two vacant commercial spaces and reactivating a stretch of Hamilton north of Boston Edison. Construction is underway, and with the final financing pieces in place, will be completed by August.

**Cooking with Que:** Cooking with Que, a Round 10 grantee, teaches Detroiters how to "Eat to Live" by introducing more plant-based foods into everyday life. Owner Quiana Broden will provide cooking classes, an event space, and a rentable kitchen for other food-based businesses - all around the premise that food is medicine that can change your life! Cooking with Que is putting the finishing touches on construction and plans an opening celebration on May 10th.

**Mac Galleries:** Mac Galleries, a Round 10 grantee, began 26 years ago as a father, son collaboration around a love of photography and art from the African diaspora. Mac Galleries sells local and international works of art and provides custom framing services. Mac Galleries has expanded their operations to include an online sales gallery and distribution. Mac Galleries is finalizing financing to complete the project.

**Spot Lite:** Spot Lite, a Round 11 grantee, is an art gallery, performance space, and special events venue in Detroit's Heidelberg Arts District. In addition to the exhibition venue, a bar & cafe will be open 6 days a week for neighborhood residents. Owners Roula David and Jesse Cory are transitioning operations of their arts business from Eastern Market to their new home on Beaufait. Spot Lite is currently completing plan review with the city of Detroit and hopes to be open by June.

**Petty Cash Kitchen + Cocktail Bar:** Petty Cash Kitchen + Cocktail Bar, a Round 11 grantee, will be a premier Detroit local gathering place for young Detroiters in the heart of the Livernois Corridor. The venue will combine a refreshing atmosphere with good food, great music and excellent cocktails. Petty Cash is under construction and plans to open by September.

**The Upperow:** The Upperow, a Round 11 grantee, offers classy, upscale, versatile, and exclusive clothing for men, women, and children. The Upperow will sell high quality, handmade goods available exclusively in Detroit. Construction on the space at 5734 Woodward will begin in May, with opening scheduled for fall.

**Paramita Sound:** Paramita Sound, a Round 11 grantee, fosters inclusive community through music. Construction is underway on a new permanent location that will include a small bar to go along with a world-renowned record selection. Paramita has been a staple of the Detroit music scene and looks to expand its scope and reach more people -



particularly marginalized groups. After recently completing a crowdfunding campaign, the Paramita team is aiming to open by Memorial Day.

**Grandmont Rosedale Development Corporation:** Grandmont Rosedale Development Corporation, a Round 11 grantee, is using its building at 19566 Grand River to offer an entertainment and event space for the neighborhood. New tenant and Motor City Match Awardee HM Style Lounge will offer a casual venue for music and drinks, along with rentable event space and regular pop-up dinners. Construction is underway and is scheduled for completion in July.

Further, in addition to extending the following “Cash” award grants by a period of one (1) year, EDC staff also recommended that the location of the following Awardees be updated to reflect each Awardee’s new address:

**Lacquered L.L.C.:** Lacquered L.L.C., a Round 8 grantee, is a new upscale nail bar on the Avenue of Fashion. After originally planning to locate at 18685 Livernois Ave. in the Avenue of Fashion, Lacquered has moved to the new B. Siegle development located at 19031 Livernois and on the corner of Livernois and Seven Mile. Lacquered provides manicure and pedicure services with a range of options that offers clients a relaxing, luxurious experience. Owners Paige Pearson and Sondrayvonne Morton are working to complete the design process in preparation for final construction to their space in May.

**The Platinum Chef:** The Platinum Chef, a Round 9 grantee, is a company that specializes in vegan, vegetarian, and Caribbean cuisines and baked goods. TPC products are sold in local Whole Foods Markets, Kroger, and Johnny Pomodoro's, and recently expanded distribution to several Chicago area Whole Foods. After issues with the initial location at 1111 Bellevue St., owner Rhoda St. Luce is in the process of finalizing a purchase agreement for property located at 18601 West McNichols. Rhoda plans to convert the former Knudsen’s Bakery into a rentable commercial kitchen and wholesale distribution hub.

**The Millionairess:** The Millionairess, a Round 11 grantee, will offer a full services salon and retail for women. The salon offers a full suite of services including hair, nails and facials. As a retailer the Millionairess will offer a vast variety of clothing, shoes, and accessories for all seasons. Owner Arnita Parham originally planned to locate her business at 19434 Livernois in the Avenue of Fashion but has since moved locations to 19489 Livernois. Arnita is completing designs for the new space and hopes to begin construction in May.

Finally, EDC staff recommended the Board approve a “Cash” grant award to Chene Street Produce LLC. Chene Street Produce LLC is a new legal entity formed by the previous Round 11 grantee, Chene Street Grocers, to complete and finance their project. Chene Street Produce LLC is a small grocery store, cafe, and apothecary in the Poletown East neighborhood of Detroit. Chene Street Produce LLC also houses a rentable commercial kitchen to provide rental space for



Detroit-based businesses that create healthy, sustainable food products such as condiments and fermentations. The original awardee, Chene Street Grocers, grant period has expired. EDC staff is recommending the approval of a Round 11 “Cash” award in the amount of \$50,000 to Chene Street Produce LLC.

A resolution approving the staff’s recommendations was included for the Board’s consideration.

Ms. Clayson stated that she had previously requested that the business owner be identified, and she sees that in some of the write-ups it is included and in some it isn’t. Ms. Pledl responded that in future memos, she would be sure to include the business owner’s name next to the name of the business.

Mr. Osai said that at an earlier meeting, there was a discussion about revising the Rounds of the Motor City Match and Re-Store Programs and asked where that stands. Mr. Batton advised that they are currently reviewing their capacity to operate on a quarterly basis, taking into consideration internal staff capacities and outcomes produced from a numbers standpoint by tracking from previous years. Conditions are changing in the marketplace. Costs have gone up for small businesses in the last two or three years, the building capacity of some of the construction firms is tight and construction costs have gone up 50 percent. That has been a real challenge. D2D is something we are looking to build out a little more this year to be able to assist Motor City Match/Re-Store and other businesses. Right now, we are continuing to operate on a quarterly basis. A full report will be brought back to the Board in the next month or so.

Mr. Osei requested that the Board be provided information regarding the D2D Program.

Ms. Navin mentioned that previously the D2D program was funded through the DEGC’s 501(c)(3) organization, the Detroit Economic Growth Association. Whether or not that program will be managed and run through the EDC is still an open question, largely depending on funding sources.

Ms. Bruhn advised that she requested at the last meeting that the write-ups for the Motor City Match cash awards reflect the recipient’s track record, the history of the group, the equity they are bringing to the project, and what the source of the remaining funds is going to be. Mr. Batton advised that they do have that information and will be happy to share it with the Board.

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

On a motion by Mr. Roling, seconded by Mr. Osei, Resolution Code EDC 19-04-91-88 was unanimously approved.

### **Small Business and Commercial Corridor Revitalization Program: Awardee Education**

Ms. Pledl reported that in connection with the Motor City Match program administered by the Economic Development Corporation of the City of Detroit (the “EDC”), winners in the Business





Plan, Pop-Up, Space, and Design tracks receive educational classes from approved providers. On October 5, 2018 EDC staff issued a request for proposals (“RFP”) to solicit bid proposals for small business technical assistance in the following categories:

1. Common Legal Issues for New and Expanding Businesses
2. Market research
3. Marketing and Social Media
4. Hiring and Human Resources
5. Financing and Capital Readiness
6. Operations and Customer Service
7. Merchandising
8. Inventory Management
9. Accounting
10. Cash Flow Management
11. Design for Small Business
12. Websites and Online Sales
13. Site Selection
14. Working with an Architect
15. Permitting, Licensing, Ordinances and Inspections
16. Triple Bottom Line Practices
17. Operating a Pop-up Business
18. Industry specific best practices
  - a. Retail
  - b. Restaurants and food-based businesses
  - c. Small Scale Manufacturing
  - d. Personal care and services
  - e. Education
  - f. Health/wellness
  - g. Makers/design
  - h. Co-working

This solicitation was made pursuant the “small purchase procedure” method of procurement per 24 CFR 85.36(d)1.

EDC staff received twenty-seven (27) total proposals to the RFP. EDC staff reviewed the proposals and sought to identify a qualified firm(s) based on, but not limited to, the proposal’s overall responsiveness and quality, the ability of the proposer to perform the required services, the prior experience of the proposer, the cost of services, and consideration of small, minority-owned, or women-owned firms. Based on the foregoing, EDC staff determined that Love Publicity and FoodLab to be the two most qualified and most responsive to the RFP. Both firms are Detroit-based businesses and Love Publicity is a woman-owned business.

Accordingly, staff requested authorization from the Board to enter into Professional Services Agreements, each for a term of one-year, with an option to extend for one-year, for amounts and

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services set forth in Exhibit A included in the Board material. A resolution was also included for the Board's consideration.

Mr. Osei requested that the Board be provided a list of the other 25 respondents to the RFP.

Mr. Osei also stated that last October, the Board discussed possibly reducing the number of vendors. Mr. Batton explained that selecting the right provider of technical assistance for the awardee is very important and a lot of times, the business owner does not know what kind of technical assistance they need. It is kind of like a Motor City Match university in some ways with specific types of technical assistance to provide awardees with the specific technical assistance needed in the most efficient and proficient way.

Mr. Stallworth questioned if consideration is being given on the types of business and the locations chosen. Mr. Batton replied that they are using the Retail Market Study that was done last year that forms a lot of this work. All types of goods and services in all areas of the city are needed and are not at 100 percent capacity in any area. The focus is not on what type of business at this point, but more on making sure the business be sustainable. The DEGC also has a retail attraction manager who can assist in the reiteration of different types of businesses in different areas, making sure there isn't, for an example, five coffee shops right next to one another.

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

On a motion by Mr. Osei, seconded by Mr. Stallworth, Resolution Code EDC 19-04-91-89 was unanimously approved.

### **ADMINISTRATION**

### **OTHER MATTERS**

Ms. Kanalos reminded the Board that a Special EDC Board meeting is scheduled next Tuesday, April 30, 2019 at 9:00 a.m.

### **PUBLIC COMMENT**

### **ADJOURNMENT**

With there being no further business to come before the Board, Ms. Forte adjourned the meeting at 9:42 a.m.



**CODE EDC 19-04-02-311**

**APPROVAL OF MINUTES OF MARCH 26, 2019 MEETING**

RESOLVED, that the minutes of the Regular meeting of March 26, 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.

April 23, 2019

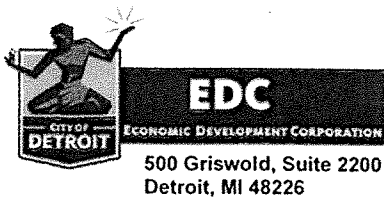


**CODE EDC 19-04-03-237**

**ACCEPTANCE OF TREASURER'S REPORT FOR FEBRUARY 2019**

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending February 28, 2019, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

April 23, 2019



**CODE EDC 19-04-03-238**

**ACCEPTANCE OF TREASURER'S REPORT FOR MARCH 2019**

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending March 31, 2019, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

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**CODE EDC 19-04-70-92**  
**(As amended at the Table)**

**WATERFRONT EAST PROJECT PLAN: USE OF FUNDS FOR PLANNING SERVICES ON THE UNIROYAL SITE**

**WHEREAS**, the Detroit Brownfield Redevelopment Authority (“DBRA”) holds a Development Agreement (as amended, the “Agreement”) with Bettis/Betters Development, LLC (the “Developer”) for the property commonly known as the Uniroyal Site whereby the Developer has requested the DBRA phase the development and drawdown of land for the 42-acre site, requiring a master plan be developed for the Site; and

**WHEREAS**, the EDC and DBRA executed an Interlocal Agreement to facilitate implementation of the East Riverfront Plan and in connection with such Interlocal Agreement, the DBRA has requested the EDC assist in providing funding for a master planning process with the Developer; and

**WHEREAS**, DBRA staff has negotiated a scope of work for the services described in the attached **Exhibit A** (the “Services”) with the planning and architectural firm Skidmore, Owings and Merrill (“SOM”) to create a Uniroyal Master Plan is an amount not to exceed \$200,080 (the “Service Fee”); and

**WHEREAS**, the EDC is being asked to contribute an amount equal to 50% of the Service Fee to the DBRA to assist in funding the Services; and

**WHEREAS**, the EDC’s contribution and the DBRA’s acceptance of such funds will be pursuant to a funding agreement entered into between the EDC and the DBRA.

**NOW, THEREFORE, BE IT, RESOLVED**, that the EDC Board of Directors hereby authorizes the transfer of an amount equal to 50% of the Service Fee to the DBRA to assist in funding the Services to the DBRA for the sole purpose of providing funding for the master plan subject to the execution of a funding agreement between the EDC and DBRA governing the contribution and acceptance of such funds.

**BE IT FURTHER RESOLVED**, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC’s Authorized Agents, shall hereafter have the authority to negotiate and execute the funding agreement consistent with the above described terms, 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.

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## EXHIBIT A

### **UNIROYAL SCOPE OF WORK OVERVIEW (as amended at the Table)**

#### **Base Scope:**

**Stage 1: Project Analysis, Mapping & Programming (2 weeks)**

**Stage 2: Visioning & Master Planning Options (4 weeks)**

**Stage 3: Preferred Master Plan Concept (4 weeks)**

The project will begin with Project Analysis, Mapping & Preliminary Programming, and an analysis stage where we discover the physical, and stakeholder context for the master plan. A key outcome of this stage is a opportunities and constraints map that helps guide the physical planning of the project through all stages of work. Also, important to this stage, and the entire project, will be the guiding principles that provide a conceptual master plan for design strategies and decision making.

Next, in the Visioning & Master Planning Options stage, we generate two (2) master plan concepts that respond to the various development and programmatic scenarios identified in the analysis stage. Each master plan concept will address guiding principles through a physical framework and provide test fitting of program scenarios through three-dimensional massing, plan diagrams and program adjacency options. The two options will represent a preferred option, and a near term option, along with a high-level cost estimate. All cost estimates will be provided by others. We will create 3 wireframe renderings (total) to illustrate the defining and differentiating elements of each vision option.

In the third stage, Preferred Master Plan Concept, we further develop the master plan to respond to the design criteria, and further produce compelling design visualizations and prepare detailed strategies to help implement the vision. A community meeting with stakeholders will be held to present the Master Plan.

#### **Meetings:**

Four in-person meetings with our design leadership.

Our kick off meeting to commence Stage 1 will be undertaken online and will be followed by two workshops in Detroit with the Bettis/Bettters, DEGC and other City team, and any relevant stakeholders invited by you





**CODE EDC 19-04-91-88**

**MOTOR CITY MATCH: RECOMMENDATION TO EXTEND AWARD DEADLINE AND CHANGE PROJECT ADDRESS**

**WHEREAS**, the following businesses have been previously awarded a Motor City Match "Cash" Grant during various award rounds: Tiki's Treasures, One Stop Property Maintenance LLC, Cooking with Que, Mac Galleries, Spot Lite, Petty Cash Kitchen + Cocktail Bar, The Upperow, Paramita Sound, Grandmont Rosedale Development Corporation, Lacquered L.L.C., The Platinum Chef, The Millionairess (collectively, the "Awardees"); and

**WHEREAS**, Motor City Match Cash Awardees have one year from the date of EDC Board approval to use their cash award; and

**WHEREAS**, due to delays in securing financing, completing the project, and other unforeseen obstacles, the Awardees were unable to complete the project and use all of the Cash grant funds within the one-year term; and

**WHEREAS**, EDC staff recommends that the Awardees Cash grant term be extended by approximately one (1) year from to the date of this resolution to March 31, 2020; and

**WHEREAS**, three of the Awardees being Lacquered LLC., The Platinum Chef and The Millionairess have changed their location from 18685 Livernois to 19031 Livernois for Lacquered LLC, from 1111 Bellevue to 18601 West McNichols for The Platinum Chef, and from 19434 Livernois to 19489 Livernois for the Millionairess; and

**WHEREAS**, a Round 11 "Cash" grant awardee, Chene Street Grocers, has formed a new legal entity being Chene Street Produce LLC to complete their proposed project and staff is recommending the approval of the previously issued award of Fifty Thousand and 00/100 (\$50,000.00) Dollars to be awarded to Chene Street Produce LLC; 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**, EDC Board of Directors recommends that the one-year time limit the Awardees have to make full use of grant funds be extended by approximately one (1) year from the date of this resolution to March 31, 2020.

**BE IT FURTHER RESOLVED**, the EDC Board of Directors recommends that the address for the previously approved Awardees, Lacquered LLC., The Platinum Chef and The Millionairess, be updated to reflect the new project address being 19031 Livernois for Lacquered LLC, 18601 West McNichols for The Platinum Chef and 19489 Livernois for the Millionairess.



**BE IT FURTHER RESOLVED**, the EDC Board of Directors recommends the approval of a "Cash" grant award in the amount of Fifty Thousand and 00/100 (\$50,000.00) Dollars to Chene Street Produce LLC.

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

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

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**CODE EDC 19-04-91-89**

**MOTOR CITY MATCH: AWARDEE EDUCATION**

**WHEREAS**, The Economic Development Corporation of the City of Detroit (“EDC”), has developed small business and commercial corridor revitalization programs, including Motor City Match (the “Program”) using Community Development Block Grant funds from the City of Detroit; and

**WHEREAS**, Business Owner Awardees (Business Plan, Pop-Up, Space, and Design) may receive educational classes from the Program approved provider to meet individual business needs; and

**WHEREAS**, the EDC solicited bid proposals on October 5, 2018 RFP for small business education classes to Program participants; and

**WHEREAS**, based on review of twenty-seven (27) responses to the solicitation, staff desires to contract with two (2) service providers; and

**WHEREAS**, EDC staff requests authorization from the Board to enter into Professional Services Agreements, each for a term of one-year, with an option to extend for one-year, for small business education classes with the providers, and in the amounts, set forth on **Exhibit A**; 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 Professional Services Agreements, each for a term of one-year, with an option to extend for one-year, for small business education classes with the providers, and in the amounts, set forth on **Exhibit A**.

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

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

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## **Exhibit A**

### **Service Provider Scope and Fees**

**Provider:** Love Publicity

**Not to Exceed Contract Amount:** \$30,000.00

**Scope:** Up to four (4) classes annually in branding and marketing. Each class will serve up to fifteen (15) students per quarter for a cost of Four Thousand Five Hundred and 00/100 (\$4,500.00) per quarter, being Eighteen Thousand and 00/100 (\$18,000.00) for the term. Students may receive elective one-on-one consulting for an additional charge of \$200 per hour for a total up to fifteen (15) sessions among the awardees per quarter for a total of Three Thousand and 00/100 (\$3,000.00) per quarter being Twelve Thousand and 00/100 (\$12,000.00) Dollars for the term. 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.

**Provider:** FoodLab

**Not to Exceed Contract Amount:** \$16,000.00

**Scope:** Up to eight (8) classes annually in designing the business model for your food business and other industry specific workshops. Classes will be held up to two (2) times per quarter. The classes will serve up to twenty (20) students each per quarter for a total cost for \$4,000. 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.