



**ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
TUESDAY, AUGUST 8, 2023 – 9:00 A.M.**

BOARD MEMBERS PRESENT:

Clifford Brown (9:11 a.m.)
Marsha Bruhn
Kimberly Clayson
Damon Hodge
Kwaku Osei
Thomas Stallworth

BOARD MEMBERS ABSENT:

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

**SPECIAL DIRECTORS
PRESENT:**

None

**SPECIAL DIRECTORS
ABSENT:**

Emily Black
Marvin Thomas

OTHERS PRESENT:

Jennifer Kanalos (DEGC/EDC)
Glen Long, Jr. (DEGC/EDC)
Andrew Lucco (DEGC/EDC)
Rebecca Navin (DEGC/EDC)
Sierra Spencer (DEGC/EDC)
Bryan Amann (Soave Enterprises)
Evan Lumley (Kotz Sangster)



**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
DETROIT ECONOMIC GROWTH CORPORATION
500 GRISWOLD, SUITE 2200, DETROIT, MI 48226
TUESDAY, AUGUST 8, 2023 – 9:00 A.M.**

GENERAL

Call to Order

Noting that a quorum was present, Acting Chair Stallworth called the Regular meeting of the Economic Development Corporation Board of Directors to order at 9:06 a.m.

Approval of Minutes

Mr. Stallworth asked if there were any additions, deletions, or corrections to the minutes of the June 13, 2023, regular board meeting. Hearing none, Mr. Stallworth called for a motion.

Ms. Bruhn made a motion to approve the minutes of the June 13, 2023, regular Board meeting, as written. Mr. Osei seconded the motion. All were in favor with none opposed. EDC Resolution Code 23-08-02-372 was unanimously approved.

PROJECTS

MOTOR CITY MATCH: RECOMMENDATION FOR ROUND 23 AWARDS

Mr. Lucco stated that in 2015, the Economic Development Corporation of the City of Detroit (“EDC”) launched the Motor City Match Program (the “Program” or “Motor City Match”). Since that time, the EDC Board has approved Program Business awards for 1,660 Detroit businesses and listed 465 buildings on its real estate map. These awards occurred while the Program operated uninterrupted for 17 rounds, then resumed with Round 18 awards in January of 2022. Currently, 150 Motor City Match awardees are operating new businesses in formerly vacant commercial spaces throughout the city of Detroit. Additionally, over 325 Motor City Match awardees have created or expanded home-based, mobile, and pop-up businesses in the city of Detroit.

On July, 28 2022, the EDC Board authorized the execution of a contract with the City of Detroit to accept funding from the American Rescue Plan Act (“ARPA”) State and Local Fiscal Recovery Fund (“SLFRF”) for the third phase of the Program. Awards approved for Round 23 of Motor City Match will be the fourth round of awards executed with funding from ARPA SLFRF and are subject to updated program guidelines that incorporate ARPA SLFRF eligibility.



On March 1st, 2023, the Program began accepting applications for the fourth round of its third phase, Round 23. Applicants competed for financial assistance awards and technical assistance awards. In Round 23, the program accepted applications for awards in five award tracks: Plan, Develop, Design, Cash, and Restore.

1. **Plan** – one-on-one consulting, classes and workshops, and access to technical assistance **for up to 25 entrepreneurs** seeking to refine, formalize, and launch a business idea
2. **Develop** – one-on-one consulting, classes and workshops, access to technical assistance and professional services **for up to 15 businesses** seeking to develop their idea, create a plan for growth, and choose an appropriate location for their next phase of development
3. **Design** – one-on-one consulting, classes and workshops, access to technical assistance and professional services **for up to 15 businesses** that have secured a location, settled on an appropriate growth plan, and need to create a design and program specific to that location
4. **Cash** – **Up to \$1,000,000 in grants and loans for up to 25 projects** that have secured a location, settled on an appropriate growth plan, and created a design and program specific to that location. The maximum grant award is \$100,000 per project. Businesses must have money ready to invest, whether it's their own equity, financing, or both. Loans are facilitated through Motor City Match lending partners.
5. **Restore** – **Up to \$500,000 in grants and loans for up to 25 projects** that have been operating in a commercial location in the city of Detroit for one year (existing businesses) and are applying to complete a project in that location. Applicants must have a plan to complete necessary architectural and design drawings and have a comprehensive project plan with an itemized budget specific to the proposed project location.

Total number of grants and aggregate grant amounts in the Cash and Restore Tracks may exceed the suggested totals in any round based on the number of qualified applicants and their project timelines.

Technical Assistance Awards

Motor City Match technical assistance awards provide eligible awardees with technical assistance in the form of business services, access to classes and workshops, and one-on-one consultation including, but not limited to, business planning, financial management and design assistance. The cash value of Technical Assistance awards for each track will vary based on the unique needs of awardees. **Technical Assistance awardees are not automatically entitled to the maximum amount of Technical Assistance funding, and additional Technical Assistance can be**



approved at the discretion of EDC Staff. Technical assistance awards included the following award tracks and amounts:

- Plan - \$1,500
- Develop - \$3,500
- Design - \$25,000

Financial Assistance Awards

Cash Track Grants and Restore Tracks

Competitive grants are funded by the City of Detroit ARPA SLFRF. **Motor City Match grants in the Cash Award Track will not exceed \$100,000. Motor City Match Restore Track grants will not exceed \$25,000. Grants are available for businesses that cannot get any or all the financing they need to get open.** Grants are not a substitute for readily available financing and a minimum of 10% owner equity is mandatory for consideration. Grant disbursement is subject to satisfaction of program milestones. Grants are only available for awardees of the Motor City Match Cash and Restore Tracks.

Cash Track Grant funds can be used for the following eligible expenses:

- Business and professional services necessary to complete the awarded project
- Technical assistance to support loan approval or accessing additional capital
- Façade Improvement costs including the following:
 - Design services and drawings
 - Exterior building renovations
 - Code compliance, license fees and permit costs
 - Physical improvements to parking lots, patios, and outdoor spaces
- Working capital or operating costs necessary to offset financial hardship resulting from the pandemic.

Restore Track Grant funds can be used for the following eligible expenses:

- Exterior façade improvements
- Signage and decorative lighting
- Parking lot repairs, landscaping, storm water drainage
- Murals, bicycle racks, and art-based elements related to facades
- Physical improvements to parking lots, patios, and outdoor spaces

When applications closed on April 2nd, 2023, the EDC had received 250 business applications (each an “Application”) for Round 23. This memorandum and resolution focus on the selection and recommendation of awardees for:



- "Plan" award track
- "Develop" award track
- "Design" award track
- "Cash" award track
- "Restore" award track

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

- The business wishes to locate in Detroit for at least three years
- The business is majority-owned by a person who is at least 18 years or older
- This business and all owners are in good standing with the City of Detroit State of Michigan and IRS
- This business is NOT part of a franchise. (Independently owned businesses that participate in retailers' cooperatives are not considered franchises and are eligible to apply).
- The business owners do not have actual conflict of interest, as described in the Program Guidelines, subject to the mitigation and exemption procedures outlined therein.

Second, staff scored applications based on the answers to questions in five sections that corresponds to five scoring categories:

- 1. Vision and plan** for the business based on the soundness, completeness and creativity of the concept.
- 2. Experience and capacity** of the business owners and key members of the business team.
- 3. Market opportunity** to meet economic demand and advance business district revitalization.
- 4. Community support** for new business including benefit to low to moderate income communities.
- 5. Leverage** of business owner investment and other community investment initiatives in the area.

Initial scoring is based on the answers to multiple choice questions designed to measure the extent to which an applicant can clearly communicate the strengths of their business in the five scoring categories. The maximum score for each category is twenty points. The maximum score for each application is 100 points.

Finalists are selected based on initial scoring. Applications receiving an initial score that is not in the finalist range of the track to which they applied may be selected as a finalist if their application demonstrates that the business could result in clear positive community and economic impact.



Up to 40 finalists are selected for Plan and Develop Tracks. Up to 25 finalists are selected for the Design Track and up to 40 finalists are selected for both the Cash Track and the Restore Track.

All finalists from all tracks were asked to verify that their business qualified to receive benefits from a program funded by ARPA SLFRF. Businesses could qualify to receive these benefits by demonstrating that they suffered a specific negative economic impact as a result of the Covid-19 pandemic including but not limited to, unrealized investment in a business venture, loss of business revenue, difficulty covering business payroll, difficulty paying full obligation of mortgage or rent for a business location, difficulty covering operating costs, or difficulty hiring staff necessary to operate at normal capacity qualify as beneficiaries. Additionally, all business classified as minority-owned, woman-owned, a microenterprise, or businesses in the hospitality, entertainment, and recreation industries qualify as beneficiaries as those classes of businesses and industries are deemed to have experienced a disproportionate negative economic impact as a result of the pandemic. Lastly, businesses located in Qualified Census Tracts, which are defined as census tracts where 50% or more of the households have incomes below 60% of Area Median Income (AMI) or where the poverty rate is 25% or higher, qualify as beneficiaries of ARPA funded programs.

The final selection of awardees is as follows:

- Finalists for the “Plan” and “Develop” Tracks are selected internally and are not sent a supplemental application or an official notification of their finalist status. Instead, EDC staff requests additional information or clarifying information when necessary.
 - 40 Plan finalists were selected in Round 23
 - 35 Develop finalists were selected in Round 23

- Finalists for the “Design” Track are sent an official notification of their status within 30 days of the initial application closing. Finalists are required to complete a supplemental application and site visit with EDC staff.
 - 16 Design finalists were selected in Round 23

- Finalists for the “Cash” and “Restore” Tracks are sent an official notification of their status within 30 days of the initial application closing.
 - 39 Cash finalists were selected in Round 23
 - 22 Restore finalists were selected in Round 23
 - Finalists are required to complete a supplemental application and site visit with EDC staff, and to engage local lenders to determine how much capital is available to fund their projects.
 - Supplemental Applications for “Cash” and “Restore” finalists require submission of financial information, including a standard loan application and personal financial statement. This information is used to determine the project’s financial need, equity investment and “funding gap” for each business.



- Lender Networking Events introduce applicants to a team of six local Community Development Financial Institution (CDFI) and Non-traditional lending partners. Applicants are asked to liaise with these lenders in an attempt to determine whether or not loans are available to fill the project's "funding gap". Our Lender Networking Event was held on Thursday June 1, 2023.
- Lenders present included Invest Detroit, Detroit Development Fund, ProsperUs Detroit, CDC Small Business Finance, CEED Lending – an initiative of the Great Lakes Women's Business Council – and Michigan Women's Forward. CDFI partners made commitments to explore lending the balance of the funding gap based on recommended grant investment from Motor City Match.
- Motor City Match staff uses lender interest, participant scores, supplemental information, and readiness to accept additional investment to determine "Cash" and "Restore" awardees and associated grant investment.

EDC staff recommends the approval of awards for Round 23 in accordance with the following:

- Twenty-six (26) "Plan" awardees for business planning as presented in Exhibit A.
- Sixteen (16) "Develop" awardees for site selection as presented in Exhibit B.
- Seven (7) "Design" awardees for design, architectural, and engineering services in Exhibit C.
- Nineteen (19) "Cash" awardees to receive a total of \$1,050,000 in grant investment, as described on Exhibit D.
 - One (1) "Cash" award is a re-approval of an award from a previous round
- Eight (8) "Restore" awardees to receive a total of \$167,500 in grant investment, as described on Exhibit E.

EDC staff will provide an internally developed Business Plan training for up to twenty-six (26) Round 23 Motor City Match "Plan" awardees.

EDC staff will facilitate one-on-one match making between top ranking businesses and building owners recognized as Round 23 "Develop" awardees. Match making services will include open houses and networking sessions between business owners and building owners. In addition, technical assistance will include expert guidance on leasing, financial planning and assessing market opportunities.

EDC staff will facilitate introductions to qualified service providers that can provide project-based design, architectural, and engineering services for Round 23 "Design" awardees. Services may include all five stages of the architectural design process and will be funded by the applicable Motor City Match funding source.

The EDC will enter into grant agreements with Round 23 Motor City Match "Cash" and "Restore" awardees and facilitate underwriting with lending partners for "Cash" awardees to pursue gap financing through these independent sources.

In addition to first time awardees approved through the process detailed above, EDC staff recommends approving an additional award for a previous Motor City Match "Cash" Awardee



approved under the previous program contract. Morningside Café, a Round 16 Cash Awardee, Round 12 Design Awardee, Round 10 Space Awardee, and Round 6 Plan Awardee, was forced to suspend their project two weeks before a scheduled grand opening as a result of a fire in a neighboring business. Support from an insurance claim was required to be paid towards the business's outstanding loans, leaving owner Jeffrey Lewis without access to sufficient capital to complete his project. Jeffrey has invested over \$100,000 of his own equity into Morningside Café, a business he dreamed of starting in the neighborhood he grew up in. Motor City Match proposes an award of a \$50,000 grant to enable Morningside Café to be completed. The project is listed below and detailed in Exhibit D:

Round	Business Name	Grant Amount	Address	Reason for Additional Time
16	Morningside Café, L.L.C.	\$50,000	16369 East Warren	Business suffered major fire damage as result of a fire next door

Three awardees from Round 23, Plan Awardee New Finish Landscaping LLC, Develop Awardee Inspiring Lives LLC, and Cash Awardee Thompson Management Group of Michigan LLC, are owned or partially owned by employees of the city of Detroit. In accordance with the Motor City Match program guidelines and in cooperation with the city of Detroit, EDC staff will require a letter of clearance from each City employee's department supervisor verifying that their job duties do not intersect with the operations of Motor City Match in any way that would represent a conflict of interest. Specifically, each City employee must verify that their position does not allow them to exercise any influence over the application or evaluation process of Motor City Match. Awards for these businesses are conditioned upon receipt of the clearance letter and any other conflict clearance measures required by the City of Detroit and/or EDC's counsel.

A resolution approving the staff's recommendation of "Plan", "Develop" and "Design" awardees and recommending to the Board staff's recommendation of "Cash" and "Restore" awardees was attached for the Board's consideration.

Mr. Stallworth called for questions. Hearing none Mr. Stallworth called for a motion.

Mr. Osei made a motion to approve the Motor City Match: Recommendation to Approve Round 23 Awards, as presented. Ms. Clayson seconded the motion. All were in favor with none opposed.

EDC Resolution Code 23-08-91-133 was approved.

MOTOR CITY MATCH: REQUEST TO APPROVE TECHNICAL ASSISTANCE SERVICE PROVIDERS



Mr. Lucco explained that in 2015, the Economic Development Corporation of the City of Detroit (“EDC”) launched the Motor City Match Program (the “Program” or “Motor City Match”). On July 8, 2022, the EDC authorized the execution of contracts with the City of Detroit to accept funding from the American Rescue Plan Act (ARPA) for the third phase of the Program. A key part of the program is the provision of business services through technical assistance awards in the Plan, Develop, and Design Tracks, and business services necessary for the completion of projects in the financial assistance award tracks Cash and Restore.

Technical Assistance Awards

Motor City Match technical assistance awards provide eligible awardees with business services, access to classes and workshops, and one-on-one consultation including, but not limited to, business planning, financial management and design assistance. The cash value of Technical Assistance awards for each track will vary based on the unique needs of awardees. **The value of all Technical Assistance awards for any one business will not exceed \$50,000 in any one award year. Technical Assistance awardees are not automatically entitled to the maximum amount of Technical Assistance funding.**

Motor City Match financial assistance awards do not include a technical assistance allowance. However, awardees may access technical assistance funding for business services, when deemed necessary by Motor City Match staff for the completion of their projects.

Procurement of Service Providers

Motor City Match utilizes qualified service providers to offer vital business services to awardees. The process for determining qualified service providers was laid out in two open requests for qualifications (RFQs) soliciting qualified providers in the listed categories:

- Small Business Technical Assistance Services Request for Qualifications (Technical Assistance RFQ)
 - Legal Services
 - Accounting and Financial Planning Services
 - Marketing and Branding Services
 - Business Planning and Business Consulting Services
 - Technology Services
 - Pre-construction and Project Management Services
- Small Business Technical Assistance Services Request for Qualifications: Architectural Design & Engineering (Design RFQ)
 - Architecture and design services – all phases
 - Building condition assessments
 - Feasibility Analysis
 - Permitting and zoning review
 - Project estimates
 - Project management



- Building permitting
- Construction administration
- Energy Efficiency / Green Building Practices

Both RFQs opened on Wednesday, March 15, 2023, and closed on Friday, June 30, 2023. Motor City Match advertised the opening of the RFQs in the Michigan Chronicle beginning on March 15, 2023. Additionally, advertisements for the RFQs were presented on the websites of the DEGC, www.degc.org, Detroit Means Business, www.detroitmeansbusiness.org, and Motor City Match, www.motorcitymatch.com. Privately, Motor City Match staff sent email notices of the posting of the RFQs to over 100 business service organizations, neighborhood service organizations, past technical assistance providers, and institutional partners.

Provider Selection

Criteria for selection of TA Providers is based on qualifications, experience, capacity, ability to execute contracts, ability to service Detroit-local small businesses and compliance with federal regulations.

Submissions to the Technical Assistance RFQ were reviewed and scored according to the following criteria:

- Qualifications and Experience 30 Points
- Capacity to execute services 30 Points
- Clarity of scopes of service 30 Points
- Community Impact 10 Points

The minimum score to be selected as a TA Provider was 70 points. Program staff scored applications using the above selection criteria before final review by Program management. Qualification as a TA Provider was also subject to a final due diligence review, which included a TA Provider's ability to comply with applicable federal funding guidelines.

Submissions to the Design RFQ were reviewed and scored according to the following criteria:

- Qualifications and Experience 45 Points
- Capacity to Complete MCM Projects 45 Points
- Community Impact 10 Points

The minimum score to be selected as a Design Provider was 70 points. Program staff scored applications using the above selection criteria before final review by Program management. Qualification as a Design Provider was also subject to a final due diligence review, which included a TA Provider's ability to comply with applicable federal funding guidelines.



A total of 66 submissions have been received to date in response to the Requests for Proposals. The Technical Assistance RFQ received 18 submissions, 18 of those submissions scored high enough to qualify as a Technical Assistance Service Provider. Of the submissions that scored high enough to qualify, MCM staff is recommending all 18 for approval as Technical Assistance Service Provider –38% of recommended providers are Detroit based, 78% are minority-owned firms, and 72% are women-owned firms. Recommended Technical Assistance Service Providers are listed in **Exhibit A**.

The Design RFQ received 16 submissions and 15 submissions of those submissions scored high enough to qualify as a Design Services Provider. Of the submissions that scored high enough to qualify, MCM staff is recommending all 15 for approval as a Design Service Provider – 80% of recommended providers are Detroit based, 40% are minority-owned firms, and 40% are women-owned firms. Recommended Design Services Providers are listed in **Exhibit B**.

Service Provision

The EDC will enter into contracts with qualified Technical Assistance Service Providers and Design Service Providers upon completion of due diligence that includes verification of required business registration, tax clearances, insurance coverages, and ability to comply with federal regulations. Due diligence must be complete, and contracts fully executed prior to the approval of any service requests.

Approved Technical Assistance and Design Service Providers will provide program staff with a summary profile and the scopes of available services to be shared with awardees via an online database in the Submittable application portal. Awardees will select providers and services that match the goals of their business set out in their Motor City Match applications and refined in consultation with Motor City Match staff via the online database and submit a request for approval of services to Motor City Match staff. Upon approval of services, the Motor City Match Awardee, the selected service provider, and the EDC will enter into a three-party service agreement which will also serve as a notice to proceed with selected services. Upon completion of services, or such other schedule for Design Service Providers as determined by EDC staff, service providers will submit a completed invoice and awardees will submit a review of services to program staff. Payment will be issued directly to the service provider after all forms are reviewed and approved by MCM Staff.

A resolution approving the staff's recommendation of qualified Technical Assistance Service Providers and Design Service Providers was attached for the Board's consideration.

Mr. Stallworth called for a motion.

Mr. Brown made a motion to approve the Motor City Match: Request to Approve Technical Assistance Providers, as presented. Mr. Osei seconded the motion.

Mr. Stallworth called for discussion and questions.



Mr. Hodge asked Mr. Lucco if credit or preference was given to Detroit-based service providers. Mr. Lucco explained that because the program is federally funded, preference could not be given for geographic location. Mr. Lucco added that although points could not be awarded for location it is still considered in other aspects of support.

Mr. Stallworth asked which of the service categories were most and least utilized. Mr. Lucco answered that the most utilized would be the business planning and consulting category. Mr. Lucco added that legal services and marketing were also popular choices as well. Mr. Lucco stated that the least utilized category of services would most likely be the interior design category, adding that this category is still important to a business's success.

Mr. Osei asked if there will be an opportunity for additional providers to apply. Mr. Lucco answered there would be an opportunity when the RFQ opens in September, remaining open for three months. Mr. Osei asked if the Board could be notified when the RFQ opens. Mr. Lucco responded that the Board would be notified.

Acknowledging that the motion for approval had been properly moved and supported, Mr. Stallworth called for approval of the resolution approving the Motor City Match Technical Service Providers

All were in favor with none opposed EDC Resolution Code 23-08-91-134 was approved. **I-94 INDUSTRIAL PARK – EXTENSION OF ESCROW DEADLINE UNDER TRANSACTIONS WITH SOAVE ENTERPRISES**

Ms. Navin explained that in connection with the development of Stellantis's (fka FCA) new assembly plant near the intersection of Mack and Conner, the City of Detroit Brownfield Redevelopment Authority ("DBRA") and the City of Detroit (the "City"), The Economic Development Corporation of the City of Detroit (the "EDC") and various affiliates of Soave Enterprises (collectively, the "Developer") entered into a series of land sale agreements pursuant to which the Developer purchased various publicly owned properties, including certain properties located in the I-94 Industrial Area owned by the EDC (collectively, the "Properties") and the City acquired certain properties from the Developer necessary for the development of Stellantis. Pursuant to the land sale agreements, the sale proceeds from the transactions were to be held in escrow under a Site Prep Escrow Agreement (the "Escrow Agreement") and released to the Developer as reimbursement for certain eligible activities undertaken at the Properties. Under the Escrow Agreement any escrowed funds not released to the Developer on or before August 4, 2023 (the "Escrow Deadline") were to be released to the EDC, DBRA or the City, as applicable.

Since the closing on the Properties, the Developer has diligently undertaken eligible activities in order to prepare the Properties for development. To date, approximately \$792,000 has been released, leaving a balance of approximately \$866,000.

Nonetheless, with respect to a larger infrastructure removal and relocation project required on the Properties, the Developer has encountered several delays, due in large part to the complexity of



the project and the various governmental and utility company approvals required for the work as well as earlier covid related delays. Due to various delays to date and the possibility of future delay, the Developer has requested an extension of the Escrow Deadline to August 4, 2024, solely with respect to the eligible activities described on Exhibit A hereto (the “Extended Scope”).

Staff believes the requested extension is reasonable given the complexity of the project and the importance of creating shovel ready industrial sites in the City and recommends approval of an extension of the Escrow Deadline to August 4, 2024, for the Extended Scope.

A resolution was attached for the Board’s consideration.

Mr. Stallworth called for a motion.

Mr. Brown made a motion to approve the I-94 Industrial Park – Extension of Escrow Deadline Under Transaction with Soave Enterprises, as presented. Mr. Osei seconded the motion.

Mr. Stallworth called for discussion and questions.

Mr. Hodge asked with the escrow to be dispersed, how it will affect the overall scope of work. Ms. Navin explained the original escrow was used to purchase privately owned parcels. Mr. Amann stated that their goal is to purchase some parcels that are privately owned and to have the remediation done to be considered by the mayor and governor.

Mr. Brown asked what the intentions for the site are. Mr. Amann answered that Soave agreed to work with the city to find potential businesses to occupy the site in order to create new jobs.

Acknowledging that the motion for approval had been properly moved and supported, Mr. Stallworth called for approval of the resolution approving the I-94 Industrial Park – Extension of Escrow Deadline Under Transaction with Soave Enterprises.

All were in favor with the exception of Ms. Clayson who abstained from voting.

EDC Resolution Code 23-08-12-65 was approved.

Casino Loan Fund: Economic Development Corporation of the City of Detroit et al v. Detroit Galley, LLC et al.

ADJOURNMENT TO CLOSED SESSION

Mr. Hodge made a motion to adjourn to a Closed Session to consider material exempt from disclosure under the Open Meetings Act and to consult with attorneys regarding a privileged and confidential memorandum titled *Economic Development Corporation of the City of Detroit et al v. Detroit Galley, LLC et al.* Mr. Osei seconded the motion. All were in favor with none opposed and the meeting was adjourned to a Closed Session at 9:38 a.m.

RECALL TO ORDER



Mr. Stallworth recalled the meeting to order at 10:00 a.m.

Casino Loan Fund: Economic Development Corporation of the City of Detroit et al v. Detroit Galley, LLC et al.

Mr. Osei made a motion to approve moving forward with litigation as discussed in the Closed Session. Ms. Clayson seconded the motion. All were in favor with none opposed.

ADMINISTRATION

OTHER MATTERS

PUBLIC COMMENT

None.

ADJOURNMENT

With there being no other business to come before the Board on a motion made by Mr. Brown and seconded by Mr. Osei, Mr. Stallworth adjourned the meeting at 10:04 a.m.



CODE EDC 23-08-02-372

APPROVAL OF MINUTES OF JUNE 13, 2023, REGULAR MEETING

RESOLVED, that the minutes of the regular meeting of June 13, 2023, 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.

August 8, 2023



CODE EDC 23-08-03-287

RECEIPT OF TREASURER'S REPORT FOR MAY 2023

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending May 31, 2023, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

August 8, 2023



CODE EDC 23-08-03-288

RECEIPT OF TREASURER'S REPORT FOR JUNE 2023

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending June 30, 2023, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

August 8, 2023



CODE EDC 23-08-91-133

MOTOR CITY MATCH: RECOMMENDATION FOR ROUND 23 AWARDS

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

WHEREAS, in July 2022, pursuant to a Notice of Opportunity for Funding Availability by the City of Detroit, the EDC’s Motor City Match program was selected to be the program administrator of Small Business Launcher Program; and

WHEREAS, the EDC and the City have executed a contract for the administration of the Program, to be funded with \$15 million from the American Rescue Plan Act State and Local Fiscal Recovery Fund program; and

WHEREAS, EDC staff has completed due diligence and evaluation for applications (“Applications”) in the twenty third round (“Round 23”) of the Motor City Match Business Application Track; and

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

WHEREAS, EDC staff has also recommended that one (1) previously approved “Cash” awardee be reapproved for a “Cash” award under Round 23; and

WHEREAS, the EDC Board of Directors has determined that staff’s recommendation is appropriate and in the best interests of the EDC and the Program.

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors accepts the current results of the Round 23 application evaluation process and recommendation for the reapproval of certain “Cash” awards.

BE IT FURTHER RESOLVED, that the EDC Board of Directors approves the businesses described in Exhibit A for “Plan” awards; provided that awards to New Finish Landscaping LLC, Develop Awardee Inspiring Lives LLC, and Cash Awardee Thompson Management Group of Michigan LLC are conditioned upon receipt by EDC of conflict clearance letters and such other conflict clearance measures required by the City of Detroit and/or EDC’s counsel.

BE IT FURTHER RESOLVED, that the EDC Board of Directors approves the businesses described in Exhibit B for “Develop” awards.

BE IT FURTHER RESOLVED, that the EDC Board of Directors approves the businesses described in Exhibit C for “Design” awards.



BE IT FURTHER RESOLVED, that the EDC Board of Directors approves “Cash” grant awards to the businesses and in the amounts described in Exhibit D.

BE IT FURTHER RESOLVED, that the EDC Board of Directors approves “Restore” grant awards to the businesses and in the amounts described in Exhibit E.

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.

August 8, 2023



Exhibit A Recommended “Plan” Awardees

Business Name	Owner	Short Description
1. Ancillary industries	Alex Swinnie	Center for remote controlled vehicles
2. Audrey Street Cookie Company	Nicole Wilson	Distribute cookies wholesale
3. BigHomie Lawn Service	Michael Powell	Lawn Service For Citywide Makeover
4. Bovvy mkt	Gregory Hall	Provide fresh produce
5. Bundles Buyers Club LLC	Gloria Lyons	Domestically manufactured hair extensions
6. Educate to Liberate LLC DBA Superior Mind: ACES (African Centered Education Services)	Adwoa Nefertari Assata Nkenge	Professional Education Consulting and Provider
7. Fresh Press Laundromat	Antonia Jordan	Innovative pay operated laundromat
8. Free Spirit Brands LLC	Tyra Lopez	Green Manufacturing Personal Care Products
9. Granny's Grand Floral Arrangements	Eureka Cook	Floral arrangements and Instruction
10. H1V3 Media LLC	Aaron Parker	Concerts and music recording
11. James L Hicks	James Hicks	Commercial Cleaning Business
12. Ken George Smokehouse	George Shortridge	Bbq take out and catering
13. Masterpeace Reiki LLC	Famika Edmond	Wellness center providing different types of modalities for realigning.
14. Michigan Window Treatments	Cordell Johnson	Install window treatments and repairs
15. Muscle Truck Light Hauling & Moving, LLC	Tonyal Reid	Transportation
16. My People Arise L.L.C.	Ramona Douglas	Counseling, Mental, Behavioral Health Individuals
17. Naturally Illustrated, LLC	Sherrie Savage	Creative coloring and craft activities
18. New Finish Landscaping LLC	Christopher Turner	Provides Lawn and tree services
19. Pink sand luxe inc	Erin bridges	My business makes custom clothing such as prom dress
20. Sonset Homes LLC	Aaron Johnson	Residential housing rehab and rental/leasing services
21. Suite Life Creations Salon	Tanganyka Harris	Cosmetology School
22. Tax Divas LLC	Camea Franklin	accounting and tax for neighborhood
23. Toya's Cheesecakes	LaToya Johnson	Bakery



EDC

ECONOMIC DEVELOPMENT CORPORATION

500 Griswold, Suite 2200
Detroit, MI 48226

24. UnBridled Artistry LLC/ Melanated Beauty LLC	Annetta Hobson	Literacy Cafe, event center for pageants etc. theater programs
25. Wilkins Pro Clean Inc.	DeShawn Wilkins	Janitorial cleaning and selling supplies.
26. Zulu Fitness LLC	Shaka Dukes	Performance Training and Recovery services



**Exhibit B
Recommended “Develop” Awardees**

Business Name	First & Last Name	Short Description
1. Buyers Club Apparel LLC	Karnell Wilcox	Showroom and ready wear boutique
2. Children of the Rising Sun LLC	Zina Davis	Child Care Program
3. Da' Gimbu Juice, LLC	Gimbu Mullugotta	Sell healthy juice that helps people look, feel healthy.
4. Detroit Mini Donut	Karen Hudson	Fresh mini-donuts and food truck
5. EnBiologics, Inc.	Sean Carroll	food, cosmetics, and pet product manufacturer
6. Hip Hop Bake Shop	Adela Bejo	chef serving lunch and dinner
7. Hot Tub N Chill	LaStar Taylor	My business provides spa services, Hot Tub, oxygen bar etc.
8. Inspiring Lives, LLC	LaKenya Cooper	Notary, LSA, test proctor and fingerprint services
9. Mommy At Home LLC. DBA Botanical Essence Natural Skincare	Essence Turner	All-natural skincare business
10. Pampered With Love LLC	Alayah Love	Mobile spa waxing and personal
11. Razzle Dazzle Nail Supply	Chasity Jones	Retail Nail Supply Store
12. Rucker Property Management Group LLC	Candus Rucker	Property management company that specializes in residential real estate
13. Star Clothing Manufacturing Co.	Darrell Washington	We sell and manufacture men and women activewear clothing
14. Tastee Treats & Good Eats LLC	Eugene Williams	Bakery, Restaurant serving Detroit favorites
15. The big Jess	Jessica Robbins	Breakfast lunch snacks cake beverages
16. Walter Pat's Bakery Cafe	Lauren Ellis	Full-service bakery cafe

**EDC**

ECONOMIC DEVELOPMENT CORPORATION

500 Griswold, Suite 2200
Detroit, MI 48226

Exhibit C Recommended "Design" Awardees

Business Name	Owner	Address	District	Neighborhood	Description
1. Cupcake Bar & Grill LLC	Martasha Gadsden	8954 Wyoming	7	Barton-McFarland	Custom cake maker and event space
2. Detroit City Distillery, LLC	Michael Forsyth	1561 Adelaide	5	Eastern Market	Distillery manufacturing and serving craft sprits
3. Detroit Hurley LLC dba Fungi and Fungal	Heather Hurley	7627 Mack	5	Gratiot-Grand	Make and sell mushroom growing supplies
4. Free Majesty Studios, LLC dba "Black Ethos"	Breanna Williams	19452 Livernois	2	Sherwood Forest	Bookstore including cafe and winebar.
5. Leesa's Fresh LLC	Kyle Black	2100 S. Schaefer Hwy	6	Boynton	Cafe serving Lunch & Dinner
6. One Love 350, LLC dba Kid-E-College Prep	Tangarenee Toney	21350 West Seven Mile	1	Evergreen-Lahser 7/8	Quality childcare to families
7. Vision Studio & Co. LLC	LeCretia Baldwin	15310 W. McNichols	2	Winship	Provide a space for consumers



Exhibit D Recommended “Cash” Awardees

1. Alagi Property LLC

\$50,000.00

Owner: Yousef Alagi

Minority-owned business

Address: 2801 E. McNichols, 48212

Neighborhood: Cadillac Heights

District: 3

Description: Owner Yousef Alagi is set to open a fast casual Mediterranean Infusion restaurant and transform a vacant, blighted space in the underserved Cadillac Heights neighborhood. With few options for fresh food, Alagi plans to offer locally sourced meats and veggies in traditional and popular mediterranean dishes.

Business Stage: Additional location to an existing business

Total Project Cost: \$450,000

Equity: \$75,000.00

Loans & Other Funding: \$325,000

2. Alexander Nicole Nail Lounge L.L.C.

\$15,000.00

Owner: Brandi Cook

Woman-owned, Black-owned business

Address: 19323 Livernois, 48221

Neighborhood: Bagley

District: 2

Description: Alexander Nicole Nail Lounge provides a luxurious yet affordable beauty experience. Owner Brandi Cook aims to provide culturally specific services rooted in Detroit’s neighborhoods by employing and serving Detroit residents. With Alexander Nicole, Detroiters will not have to choose between proximity, amenities, affordability, or identity.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$59,154

Equity: \$40,000.00

Loans & Other Funding: \$4,154

3. B Fame Boutique LLC

\$45,000.00

Owner: Lukisha Williams

Woman-owned, Black-owned business

Address: 10545 Joy, 48228

Neighborhood: Aviation Sub

District: 7

Description: Owner Luksiha Williams has been operating BFame Boutique as online retail clothing store for 5yrs and will be launching her first brick & mortar location. The space will offer an expanded line of BFame’s branded fashion as well as accessories and custom apparel.

Business Stage: New business

Total Project Cost: \$80,000

Equity: \$7,900.00



Loans & Other Funding: \$32,100

4. Beauti Kafe LLC

\$65,000.00

Owner: Colleen Jackson

Woman-owned, Black-owned business

Address: 7446 Woodward, Suite 107, 48202

Neighborhood: North End

District: 5

Description: Beauti Kafe is an innovative business concept salon that combines a classically authenticated methodology of hair management with an opportunity to cultivate a new generation of hair specialists. Beauti Kafe LLC will develop a mentorship program to support new and novice stylists in areas like entrepreneurship, personal branding, customer relations, and other beneficial knowledge. The company will be utilizing a combination of booth rental and commission based revenue models.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$154,111

Equity: \$25,000.00

Loans & Other Funding: \$64,111

5. Dera Lee Productions

\$35,000.00

Owner: Dera Lee

Woman-owned, Black-owned business

Address: 1312 Mt. Elliot, 48207

Neighborhood: Islandview

District: 5

Description: Dera Lee Productions is an award winning event production and design agency that brings brand campaigns to life through an in depth understanding of the event industry, theater arts, and marketing trends. This new location will offer a production and meeting facility for Detroit creatives.

Business Stage: Additional location to an existing business

Total Project Cost: \$168,160

Equity: \$34,000.00

Loans & Other Funding: \$99,160

6. Detroit People's Food Coop

\$100,000.00

Owner: Lanay Gilbert, Board President

Woman-led, Black-led Cooperative business

Address: 8324 Woodward, 48202

Neighborhood: North End

District: 5

Description: The Detroit People's Food Co-Op is an African American led, community-owned grocery cooperative. The co-op's purpose is to provide improved access to healthy food and food education to Detroit residents. Meeting the needs of the community is achieved through the democratic control of the co-op by its member-owners.

Business Stage: New business

Total Project Cost: \$1,017,697



Equity: \$80,000.00

Loans & Other Funding: \$837,697

7. El Tijerazo, Co.

\$60,000.00

Owner: Francisca Carter

Minority-owned, Woman-owned, business

Address: 1515 Springwells, 48209

Neighborhood: Springwells

District: 6

Description: El Tijerazo is a full-service salon for women – including nails, makeup, and hair fixtures. The salon will dye and fix all types of hair textures in the community of southwest Detroit. Francisca Carter opens El Tijerazo Salon as an expansion upon the foundation established by the barbershop of the same name next door, also owned by her family.

Business Stage: Additional location to an existing business

Total Project Cost: \$130,000

Equity: \$45,000.00

Loans & Other Funding: \$25,000

8. Iyemoja L.L.C.

\$45,000.00

Owner: Marquita Tucker

Woman-owned, Black-owned business

Address: 17602 Trinity , 48219

Neighborhood: Holcomb

District: 1

Description: Iyemoja is a property acquisition company that wants to build community as it refurbishes houses. Owners Marquita and Willie Tucker recognize that many Detroiters lack access to tools and equipment or overpay for simple home repairs. Iyemoja will open a community training center and tool lending library from inside a refurbished home on Detroit's west side. Additionally, the space will be available for community gatherings and events.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$58,300

Equity: \$5,000.00

Loans & Other Funding: \$8,300

9. Kidz Kingdom - Free Play & Party Center, L.L.C.

\$85,000.00

Owner: Danielle North

Woman-owned, Black-owned business

Address: 20035 Plymouth, 48228

Neighborhood: Franklin Park

District: 7

Description: Kidz Kingdom Child Care & Party Center is the first and only indoor playground in the city of Detroit. Kidz Kingdom will provide a safe, clean, fun, and family-oriented educational and recreational space for children and their families to enjoy. Owner Danielle North is committed to providing a high-quality experience for the community.

Business Stage: Additional location to an existing business



Total Project Cost: \$1,177,000
Equity: \$300,000.00
Loans & Other Funding: \$792,000

10. Maniac Mechanics, LLC **\$65,000.00**

Owner: Antonio Powell
Black-owned business
Address: 13126 Harper, 48213
Neighborhood: Outer Drive-Hayes
District: 4

Description: Maniac Mechanics LLC is a Detroit founded organization, dedicated to teaching inner-city youth and adults the fundamental skills of construction skilled trades such as: electrical, plumbing, flooring, and drywall installation, on a residential and commercial basis. The program will focus on a person-centered and hands on approach that includes a hybrid classroom/workshop experience led by owner Antonio Powell, an experienced contractor, and a roster professionals currently working in the industry.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$95,000
Equity: \$30,000.00
Loans & Other Funding: \$0

11. Michigan& Trumbull Pizza, LLC **\$55,000.00**

Owner: Kristen Calverley
Woman-owned, business
Address: 1331 Holden, 48202
Neighborhood: Elijah McCoy
District: 5

Description: Michigan&Trumbull Pizza is a Detroit-style pizzeria serving unique, flavor focused, pizzas using housemade, local and seasonal ingredients. This new location will allow Michigan & Trumbull to grow their operation by serving lunch and expanding their carry-out capacity to meet the demand of their loyal and expanding fanbase.

Business Stage: New Location of existing business

Total Project Cost: \$268,000
Equity: \$204,000.00
Loans & Other Funding: \$14,000

12. Next Chapter Books, LLC **\$50,000.00**

Owner: Sarah & Jay Williams
Woman-owned, Black-owned business
Address: 16551 E. Warren, 48224
Neighborhood: East English Village
District: 4

Description: Next Chapter Book is a general-interest new and secondhand bookstore in Detroit offering diverse titles for all ages. The shop will move out of a temporary space at the historic Alger Theater to



open its much anticipated stand alone space up the street on East Warren. Next Chapter serves Morningside, East English Village, Cornerstone, and other city areas.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$89,611

Equity: \$9,550.00

Loans & Other Funding: \$30,061

13. Vamonos! LLC

\$55,000.00

Owner: Claudia Avila

Minority-owned, Woman-owned, business

Address: 4444 W. Vernor Hwy., 48209

Neighborhood: Central Southwest

District: 6

Description: Vamonos! Detroit's Healthy Eatery and Creative Space is committed to making healthy food accessible, affordable and fun for our community while remaining sustainable. In addition to smoothies and healthy food, owner Claudia Avila is committed to offering a safe and loving space to encourage and nurture the creativity of all members in our community.

Business Stage: New business

Total Project Cost: \$135,000

Equity: \$20,000.00

Loans & Other Funding: \$65,000

14. The Backyard Beer Garden L.L.C.

\$65,000.00

Owner: Jennifer Presley

Woman-owned, Black-owned business

Address: 2732 Chene, 48207

Neighborhood: McDougall-Hunt

District: 5

Description: The Backyard intends to develop and build an indoor and outdoor beer garden, a food truck stall, and a year-round dog park within metro Detroit. Owner Jennifer Presley envisions a community hub where Detroiters can gather and connect over dogs, beer, entertainment, food, and coffee. The Backyard will be a multifunctional space for night markets, concerts, educational events, and private parties.

Business Stage: New business

Total Project Cost: \$284,506

Equity: \$30,000.00

Loans & Other Funding: \$189,506

15. The Kitchen by Cooking with Que II, LLC

\$50,000.00

Owner: Quiana Broden

Woman-owned, Black-owned business

Address: 6329 W. 7 Mile, 48221

Neighborhood: Bagley

District: 2

Description: The Kitchen by Cooking with Que II will provide dishes of zestful and earth-conscious substance in a way that mindfully immerses vegan and meat eaters into blissful co-existence. Keenly



originative in plant based meal introduction, preparation, education, and balanced eating, The Kitchen by Cooking With Que II is the healthful haven urging people to eat to live.

Business Stage: Additional location to an existing business

Total Project Cost: \$585,000

Equity: \$62,000.00

Loans & Other Funding: \$473,000

16. Thompson Management Group of Michigan LLC

\$65,000.00

Owner: Lionel & Elizabeth Thompson

Woman-owned, Black-owned business

Address: 10240 Whittier, 48224

Neighborhood: Yorkshire Woods

District: 4

Description: 10240 Whittier will open to the community as a full service Juice Bar, community hub, and event center. By day, owner's Lionel and Elizabeth Thompson will operate a juice bar and café. At night, the space will be available for private event rentals. The Thompsons have been serving their community for decades, and look forward to welcoming friends and neighbors to a brand new, comfortable, safe, and clean community space.

Business Stage: New business

Total Project Cost: \$265,000

Equity: \$200,000.00

Loans & Other Funding: \$0

17. Vibe Spa LLC

\$65,000.00

Owner: Micole Sherman

Woman-owned, Black-owned business

Address: 7446 Woodward, Suite 109, 48202

Neighborhood: North End

District: 5

Description: Vibe Spa is a one stop shop for self therapy essentials, such as facials, tanning, waxing, hydrotherapy, and other beauty skincare needs. In addition to this new location on Woodward, Vibe Space will offer personal care products online and in store, and host private wellness courses.

Business Stage: Additional location to an existing business

Total Project Cost: \$250,000

Equity: \$145,000.00

Loans & Other Funding: \$40,000

18. Wellness on the Rise LLC

\$30,000.00

Owner: Trina Davis

Woman-owned, Black-owned business

Address: 3031 W. Grand, Suite 445,

Neighborhood: New Center

District: 5



Description: Wellness on the Rise is a health and wellness spa that provides holistic services to deal with minor mental health and minor medical issues. The spa will offer neurofeedback, vibroacoustic therapy, red light Therapy therapy and compression therapy.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$67,137

Equity: \$22,137.00

Loans & Other Funding: \$15,000

19. Morningside Cafe

\$50,000.00

Owner: Jeffrey D. Lewis II

Black-owned business

Address: 16369 E. Warren Avenue, Suite C, 48224

Neighborhood: Morningside

District: 4

Description: Morningside Cafe is a coffee and entertainment cafe located in Detroit's Morningside neighborhood specializing in a variety of fresh coffee beverages, scrumptious baked goods, and more. Additionally, Morningside Cafe will offer live entertainment like open mic nights, live music performances, art shows, and community meetings.

Business Stage: New business

Total Project Cost: \$200,000

Equity: \$150,000.00

Loans & Other Funding: \$0



Exhibit E Recommended “Restore” Awardees

- 1. Dexter Quality Cleaners**
Estimated Construction Award: \$25,000
Legal Business Name: Dexter Quality Cleaners, LLC
Black-owned, Minority-owned, Resident-owned business
Total Project Cost: \$89,857
Owners: Malik Wilson
Location: 13201 Dexter Ave.
District: 7
Neighborhood: Russell Woods
Description: Dexter Quality Cleaners offers laundry and dry-cleaning services for the community. Additionally, the cleaners offers custom tailoring for garments.
Project scope: Façade improvement and doors, windows, tuck pointing, lighting and painting.
- 2. FAIRCLOTH boutique**
Estimated Construction Award: \$9,000
Legal Business Name: Faircloth Boutique LLC
Woman-owned, Resident-owned business
Total Project Cost: \$43,938
Owners: Sara Faircloth
Location: 8001 Kercheval Avenue Suite 101
District: 5
Neighborhood: West Village
Description: FAIRCLOTH is a women's clothing & accessories boutique located in West Village, that focuses on affordable items & employing City of Detroit residents.
Project scope: Film on all exterior windows to prevent sun damage of clothes, better signage, etc.
- 3. Feline Curves**
Estimated Construction Award: \$8,000
Legal Business Name: Feline Curves LLC
Black-owned, Minority-owned, Woman-owned, Resident-owned business
Total Project Cost: \$16,000
Owners: Ashley Patterson
Location: 20411 Van Dyke Ave
District: 3
Neighborhood: Sherwood
Description: An upscale full-service event decorating company with attached venue to host life's greatest moments
Project scope: New signage for to improve the aesthetic look needed to operate in a very competitive market



- 4. Harper Upholstery Workroom LLC**
Estimated Construction Award: \$25,000
Legal Business Name: Harper Upholstery Workroom LLC
Minority-owned, Black-owned, Woman-owned business
Total Project Cost: \$55,569
Owners: Nina Hasty
Location: 14534 Harper Ave
District: 4
Neighborhood: Outer Drive-Hayes
Description: Harper Upholstery provides reupholster, refinish and repair services for Commercial and residential customers
Project scope: Tuck pointing, brick replacement, façade refinish

- 5. Hustlers Wife LLC dba Be Her**
Estimated Construction Award: \$25,000
Legal Business Name: Hustlers Wife L.L.C.
Black-owned, Minority-owned, Woman-owned business
Total Project Cost: \$50,000
Owners: Jamie Williams
Location: 15715 East Warren Ave
District: 4
Neighborhood: Morningside
Description: Be Her is a retail women's clothing store that provides a variety of tops, bottoms, jumpsuits, shoes, and accessories.
Project scope: Updated signage, front door, back patio

- 6. Krispy Addicts Clothing Boutique**
Estimated Construction Award: \$13,000
Legal Business Name: Krispy Addicts Clothing Boutique
Black-owned, Minority-owned business
Total Project Cost: \$26,000
Owners: Dhafir Hasan
Location: 19434 Livernois Ave
District: 2
Neighborhood: Sherwood Forest
Description: Krispy Addicts Clothing boutique is a men's clothing boutique that specializes in selling exclusive graphic t-shirts, designer denim jeans, hoodies, sweatshirts and accessories.
Project scope: Improve the exterior of building by installing security shutters to protect business from future theft and burglaries.

- 7. LIV RESTO-LOUNGE, LLC DBA MIX BRICKTOWN**
Estimated Construction Award: \$25,000
Legal Business Name: LIV RESTO-LOUNGE, LLC
Black-owned, LGBTQIA+ owned, Minority-owned, Woman-owned, Resident-owned business
Total Project Cost: \$63,425
Owners: Angela Vincent
Location: 641 Beaubien Street
District: 5
Neighborhood: Downtown



Description: MIX Bricktown Bar & Mobile Kitchen (M!X) is located in the Historic Bricktown District of Downtown Detroit. M!X is a diverse, interactive mingling scene to Drink, Eat & Dance! The indoor/outdoor atmosphere of M!X caters to music, sports and visual art enthusiasts alike.
Project scope: Updated windows, doors, awning, and facade

8. **Z MORNING PROPERTIES LLC / DBA SOBOH INSURANCE AGENCY**

Estimated Construction Award: \$25,000

Legal Business Name: Z Morning Properties LLC

Minority-owned business

Total Project Cost: \$118,000

Owners: Mohamad Soboh

Location: 16800 West Warren Ave

District: 7

Neighborhood: Warren Ave. Community

Description: insurance services, tax preparation, other services

Project scope: Replace doors, windows, install two shutters, new stucco



Motor City Match Round 23 Awardee Summary

Total Applications/Awards:

Plan: 113/26
 Develop: 46/16
 Design: 16/8
 Cash: 53/22
 Restore: 22/8

Total Technical Assistance Value: \$270,000

Plan: \$39,000
 Develop: \$56,000
 Deign: \$175,000

Total Financial Assistance Investment: \$1.2 million

Cash: \$1,050,000
 Restore: \$167,500

Recommended Plan Awards

Business Name	Owner	Short Description
1. Ancillary industries	Alex Swinnie	Center for remote controlled vehicles
2. Audrey Street Cookie Company	Nicole Wilson	Distribute cookies wholesale
3. BigHomie Lawn Service	Michael Powell	Lawn Service For Citywide Makeover
4. Bovvy mkt	Gregory Hall	Provide fresh produce
5. Bundles Buyers Club LLC	Gloria Lyons	Domestically manufactured hair extensions
6. Educate to Liberate LLC DBA Superior Mind: ACES (African Centered Education Services)	Adwoa Nefertari Assata Nkenge	Professional Education Consulting and Provider
7. Fresh Press Laundromat	Antonia Jordan	Innovative pay operated laundromat
8. Free Spirit Brands LLC	Tyra Lopez	Green Manufacturing Personal Care Products
9. Granny's Grand Floral Arrangements	Eureka Cook	Floral arrangements and Instruction
10. H1V3 Media LLC	Aaron Parker	Concerts and music recording
11. James L Hicks	James Hicks	Commercial Cleaning Business
12. Ken George Smokehouse	George Shortridge	Bbq take out and catering
13. Masterpeace Reiki LLC	Famika Edmond	Wellness center providing different types of modalities for realigning.
14. Michigan Window Treatments	Cordell Johnson	Install window treatments and repairs
15. Muscle Truck Light Hauling & Moving, LLC	Tonyal Reid	Transportation



Motor City Match Round 23 Awardee Summary

16. My People Arise L.L.C.	Ramona Douglas	Counseling, Mental, Behavioral Health Individuals
17. Naturally Illustrated, LLC	Sherrie Savage	Creative coloring and craft activities
18. New Finish Landscaping LLC	Christopher Turner	Provides Lawn and tree services
19. Pink sand luxe inc	Erin bridges	My business makes custom clothing such as prom dress
20. Sonset Homes LLC	Aaron Johnson	Residential housing rehab and rental/leasing services
21. Suite Life Creations Salon	Tanganyka Harris	Cosmetology School
22. Tax Divas LLC	Camea Franklin	accounting and tax for neighborhood
23. Toya's Cheesecakes	LaToya Johnson	Bakery
24. UnBridled Artistry LLC/ Melanated Beauty LLC	Annetta Hobson	Literacy Cafe, event center for pageants etc. theater programs
25. Wilkins Pro Clean Inc.	DeShawn Wilkins	Janitorial cleaning and selling supplies.
26. Zulu Fitness LLC	Shaka Dukes	Performance Training and Recovery services

Recommended "Develop" Awards

Business Name	First & Last Name	Short Description
1. Buyers Club Apparel LLC	Karnell Wilcox	Showroom and ready wear boutique
2. Children of the Rising Sun LLC	Zina Davis	Child Care Program
3. Da' Gimbu Juice, LLC	Gimbu Mullugotta	Sale health Juice that helps people look, feel healthy.
4. Detroit Mini Donut	Karen Hudson	Fresh mini-donuts and food truck
5. EnBiologics, Inc.	Sean Carroll	food, cosmetics, and pet product manufacturer
6. Hip Hop Bake Shop	Adela Bejo	chef serving lunch and dinner
7. Hot Tub N Chill	LaStar Taylor	My business provides spa services, Hot Tub, oxygen bar etc.
8. Inspiring Lives, LLC	LaKenya Cooper	Notary,LSA, test proctor and fingerprint services
9. Mommy At Home LLC. DBA Botanical Essence Natural Skincare	Essence Turner	All-natural skincare business
10. Pampered With Love LLC	Alayah Love	Mobile spa waxing and personal
11. Razzle Dazzle Nail Supply	Chasity Jones	Retail Nail Supply Store
12. Rucker Property Management Group LLC	Candus Rucker	Property management company that specializes in residential real estate
13. Star Clothing Manufacturing Co.	Darrell Washington	We sell and manufacture men and women activewear clothing
14. Tastee Treats & Good Eats LLC	Eugene Williams	Bakery, Restaurant serving Detroit favorites



Motor City Match Round 23 Awardee Summary

15. The big Jess	Jessica Robbins	Breakfast lunch snacks cake beverages
16. Walter Pat's Bakery Cafe	Lauren Ellis	Full-service bakery cafe

Recommended "Design" Awards

Business Name	Owner	Address	District	Neighborhood	Description
1. Cupcake Bar & Grill LLC	Martasha Gadsden	8954 Wyoming	7	Barton-McFarland	Custom cake maker and event space
2. Detroit City Distillery, LLC	Michael Forsyth	1561 Adelaide	5	Eastern Market	Distillery manufacturing and serving craft sprits
3. Detroit Hurley LLC dba Fungi and Fungal	Heather Hurley	7627 Mack	5	Gratiot-Grand	Make and sell mushroom growing supplies
4. Free Majesty Studios, LLC dba "Black Ethos"	Breanna Williams	19452 Livernois	2	Sherwood Forest	Bookstore including cafe and winebar.
5. Leesa's Fresh LLC	Kyle Black	2100 S. Schaefer Hwy	6	Boynton	Cafe serving Lunch & Dinner
6. One Love 350, LLC dba Kid-E-College Prep	Tangarenee Toney	21350 West Seven Mile	1	Evergreen-Lahser 7/8	Quality childcare to families
7. Vision Studio & Co. LLC	LeCretia Baldwin	15310 W. McNichols	2	Winship	Provide a space for consumers

Recommended "Cash" Awards

1. Alagi Property LLC

\$50,000.00

Owner: Yousef Alagi

Minority-owned business

Address: 2801 E. McNichols, 48212

Neighborhood: Cadillac Heights

District: 3

Description: Owner Yousef Alagi is set to open a fast casual Mediterranean Infusion restaurant and transform a vacant, blighted space in the underserved Cadillac Heights neighborhood. With few options for fresh food, Alagi plans to offer locally sourced meats and veggies in traditional and popular mediterranean dishes.

Business Stage: Additional location to an existing business

Total Project Cost: \$450,000

Equity: \$75,000.00

Loans & Other Funding: \$325,000

2. Alexander Nicole Nail Lounge L.L.C.



Motor City Match Round 23 Awardee Summary

\$15,000.00

Owner: Brandi Cook

Woman-owned, Black-owned business

Address: 19323 Livernois, 48221

Neighborhood: Bagley

District: 2

Description: Alexander Nicole Nail Lounge provides a luxurious yet affordable beauty experience. Owner Brandi Cook aims to provide culturally specific services rooted in Detroit's neighborhoods by employing and serving Detroit residents. With Alexander Nicole, Detroiters will not have to choose between proximity, amenities, and affordability or identity.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$59,154

Equity: \$40,000.00

Loans & Other Funding: \$4,154

3. B Fame Boutique LLC

\$45,000.00

Owner: Lukisha Williams

Woman-owned, Black-owned business

Address: 10545 Joy, 48228

Neighborhood: Aviation Sub

District: 7

Description: Owner Lukisha Williams has been operating BFame Boutique as online retail clothing store for 5yrs and will be launching her first brick & mortar location. The space will offer an expanded line of BFame's branded fashion as well as accessories and custom apparel.

Business Stage: New business

Total Project Cost: \$80,000

Equity: \$7,900.00

Loans & Other Funding: \$32,100

4. Beauti Kafe LLC

\$65,000.00

Owner: Colleen Jackson

Woman-owned, Black-owned business

Address: 7446 Woodward, Suite 107, 48202

Neighborhood: North End

District: 5

Description: Beauti Kafe is an innovative business concept salon that combines a classically authenticated methodology of hair management with an opportunity to cultivate a new generation of hair specialists. Beauti Kafe LLC will develop a mentorship program to support new and novice stylists in areas like entrepreneurship, personal branding, customer relations, and other beneficial knowledge. The company will be utilizing a combination of booth rental and commission based revenue models.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$154,111

Equity: \$25,000.00

Loans & Other Funding: \$64,111



Motor City Match Round 23 Awardee Summary

5. Dera Lee Productions

\$35,000.00

Owner: Dera Lee

Woman-owned, Black-owned business

Address: 1312 Mt. Elliot, 48207

Neighborhood: Islandview

District: 5

Description: Dera Lee Productions is an award winning event production and design agency that brings brand campaigns to life through an in depth understanding of the event industry, theater arts, and marketing trends. This new home-base will offer a production and meeting facility for Detroit creatives and

Business Stage: Additional location to an existing business

Total Project Cost: \$168,160

Equity: \$34,000.00

Loans & Other Funding: \$99,160

6. Detroit People's Food Coop

\$100,000.00

Owner: Lanay Gilbert, Board President

Woman-led, Black-led Cooperative business

Address: 8324 Woodward, 48202

Neighborhood: North End

District: 5

Description: The Detroit People's Food Co-Op is an African American led, community-owned grocery cooperative. The co-op's purpose is to provide improved access to healthy food and food education to Detroit residents. Meeting the needs of the community is achieved through the democratic control of the co-op by its member/owners.

Business Stage: New business

Total Project Cost: \$1,017,697

Equity: \$80,000.00

Loans & Other Funding: \$837,697

7. El Tijerazo, Co.

\$60,000.00

Owner: Francisca Carter

Minority-owned, Woman-owned, business

Address: 1515 Springwells, 48209

Neighborhood: Springwells

District: 6

Description: El Tijerazo is a full-service salon for women – including nails, makeup, and hair fixtures. The salon will dye and fix all types of hair textures in the community of southwest Detroit. Francisca Carter opens El Tijerazo Salon as an expansion upon the foundation established by the barbershop of the same name next door, also owned by her family.

Business Stage: Additional location to an existing business

Total Project Cost: \$130,000

Equity: \$45,000.00



Motor City Match Round 23 Awardee Summary

Loans & Other Funding: \$25,000

8. Iyemoja L.L.C.

\$45,000.00

Owner: Marquita Tucker

Woman-owned, Black-owned business

Address: 17602 Trinity , 48219

Neighborhood: Holcomb

District: 1

Description: Iyemoja is a property acquisition company that wants to build community as it refurbishes houses. Owners Marquita and Willie Tucker recognize that many Detroiters lack access to tool and equipment or overpay for simple home repairs. Iyemoja will open a community training center and tool lending library in from inside a refurbished home on Detroit's west side. Additionally, the space will be available for community gatherings and events.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$58,300

Equity: \$5,000.00

Loans & Other Funding: \$8,300

9. Kidz Kingdom - Free Play & Party Center, L.L.C.

\$85,000.00

Owner: Danielle North

Woman-owned, Black-owned business

Address: 20035 Plymouth, 48228

Neighborhood: Franklin Park

District: 7

Description: Kidz Kingdom Child Care & Party Center is the first and only indoor playground in the city of Detroit. Kidz Kingdom is will provide a safe, clean, fun, and family-oriented educational and recreational space for children and their families to enjoy. Owner Danielle North is committed to providing a high-quality experience for the community we serve.

Business Stage: Additional location to an existing business

Total Project Cost: \$1,177,000

Equity: \$300,000.00

Loans & Other Funding: \$792,000

10. Maniac Mechanics, LLC

\$65,000.00

Owner: Antonio Powell

Black-owned business

Address: 13126 Harper, 48213

Neighborhood: Outer Drive-Hayes

District: 4

Description: Maniac Mechanics LLC is a Detroit founded organization, dedicated to teaching inner-city youth and adults the fundamental skills of construction skilled trades such as: electrical, plumbing, flooring, and drywall installation, on a residential and commercial basis. The program will focus on a person-centered and hands on approach that includes a hybrid classroom/workshop experienced led by



Motor City Match Round 23 Awardee Summary

owner Antonio Powell, an experienced contractor, and a roster professionals currently working in the industry.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$95,000

Equity: \$30,000.00

Loans & Other Funding: \$0

11. Michigan& Trumbull Pizza, LLC

\$55,000.00

Owner: Kristen Calverley

Woman-owned, business

Address: 1331 Holden, 48202

Neighborhood: Elijah McCoy

District: 5

Description: Michigan&Trumbull Pizza is a Detroit-style pizzeria serving unique, flavor focused, pizzas using housemade, local and seasonal ingredients. This new location will allow the Michigan & Trumbull to grow their operation by serving lunch and expanding their carry-out capacity to meet the demand of their loyal and expanding fanbase.

Business Stage: New Location of existing business

Total Project Cost: \$268,000

Equity: \$204,000.00

Loans & Other Funding: \$14,000

12. Next Chapter Books, LLC

\$50,000.00

Owner: Sarah & Jay Williams

Woman-owned, Black-owned business

Address: 16551 E. Warren, 48224

Neighborhood: East English Village

District: 4

Description: Next Chapter Book is a general-interest new and secondhand bookstore in Detroit offering diverse titles for all ages. The shop will move out of a temporary space at the historic Alger Theater to open its much anticipated stand alone space up the street on East Warren. Next Chapter serves Morningside, East English Village, Cornerstone, and other city areas.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$89,611

Equity: \$9,550.00

Loans & Other Funding: \$30,061

13. Vamonos! LLC

\$55,000.00

Owner: Claudia Avila

Minority-owned, Woman-owned, business

Address: 4444 W. Vernor Hwy., 48209

Neighborhood: Central Southwest

District: 6



Motor City Match Round 23 Awardee Summary

Description: Vamonos! Detroit's Healthy Eatery and Creative Space is committed to making healthy food accessible, affordable and fun for our community while remaining sustainable. In addition to smoothies and healthy food, owner Claudia Avila is committed to offering a safe and loving space to encourage and nurture the creativity of all members in our community.

Business Stage: New business

Total Project Cost: \$135,000

Equity: \$20,000.00

Loans & Other Funding: \$65,000

14. The Backyard Beer Garden L.L.C.

\$65,000.00

Owner: Jennifer Presley

Woman-owned, Black-owned business

Address: 2732 Chene, 48207

Neighborhood: McDougall-Hunt

District: 5

Description: The Backyard intends to develop and build an indoor and outdoor beer garden, a food truck stall, and a year-round dog park within metro Detroit. Owner Jennifer Presley envisions a community hub where Detroiters can gather and connect over dogs, beer, entertainment, food, and coffee. The Backyard will be a multifunctional space for night markets, concerts, educational events, and private parties.

Business Stage: New business

Total Project Cost: \$284,506

Equity: \$30,000.00

Loans & Other Funding: \$189,506

15. The Kitchen by Cooking with Que II, LLC

\$50,000.00

Owner: Quiana Broden

Woman-owned, Black-owned business

Address: 6329 W. 7 Mile, 48221

Neighborhood: Bagley

District: 2

Description: The Kitchen by Cooking with Que II will provide dishes of zestful and earth-conscious substance in a way that mindfully immerses vegan and meat eaters into blissful co-existence. Keenly originative in plant based meal introduction, preparation, education, and balanced eating, The Kitchen by Cooking With Que II is the healthful haven urging people to eat to live.

Business Stage: Additional location to an existing business

Total Project Cost: \$585,000

Equity: \$62,000.00

Loans & Other Funding: \$473,000

16. Thompson Management Group of Michigan LLC

\$65,000.00

Owner: Lionel & Elizabeth Thompson

Woman-owned, Black-owned business

Address: 10240 Whittier, 48224



Motor City Match Round 23 Awardee Summary

Neighborhood: Yorkshire Woods

District: 4

Description: 10240 Whittier will open to the community as a full service Juice Bar, community hub, and event center. By day, owner's Lionel and Elizabeth Thompson will operate a juice bar and café. At night, the space will be available for private event rentals. The Thompson's have been serving their community for decades, and look forward to welcoming friends and neighbors to a brand new, comfortable, safe, and clean community space.

Business Stage: New business

Total Project Cost: \$265,000

Equity: \$200,000.00

Loans & Other Funding: \$0

17. Vibe Spa LLC

\$65,000.00

Owner: Micole Sherman

Woman-owned, Black-owned business

Address: 7446 Woodward, Suite 109, 48202

Neighborhood: North End

District: 5

Description: Vibe Spa is a one stop shop for self therapy essentials, such as facials, tanning, waxing, hydrotherapy, and other beauty skincare needs. In addition to this new location on Woodward, Vibe Space will offer personal care products online and in store, and host private wellness courses.

Business Stage: Additional location to an existing business

Total Project Cost: \$250,000

Equity: \$145,000.00

Loans & Other Funding: \$40,000

18. Wellness on the Rise LLC

\$30,000.00

Owner: Trina Davis

Woman-owned, Black-owned business

Address: 3031 W. Grand, Suite 445,

Neighborhood: New Center

District: 5

Description: Wellness on the Rise is a health and wellness spa that provides holistic services to deal with minor mental health and minor medical issues. The spa will offer neurofeedback, vibroacoustic therapy, Red Light Therapy therapy and compression therapy.

Business Stage: Existing business opening its first brick & mortar

Total Project Cost: \$67,137

Equity: \$22,137.00

Loans & Other Funding: \$15,000

19. Morningside Cafe

\$50,000.00

Owner: Jeffrey D. Lewis II

Black-owned business



Motor City Match Round 23 Awardee Summary

Address: 16369 E. Warren Avenue, Suite C, 48224

Neighborhood: Morningside

District: 4

Description: Morningside Cafe is a coffee and entertainment cafe located in Detroit's MorningSide neighborhood specializing in a variety of fresh coffee beverages, scrumptious baked goods, and more. Additionally, Morningside Cafe will offer live entertainment like open mic nights, live music performances, art shows, and community meetings.

Business Stage: New business

Total Project Cost: \$200,000

Equity: \$150,000.00

Loans & Other Funding: \$0

Recommended "Restore" Awardees

1. **Dexter Quality Cleaners**

Estimated Construction Award: \$25,000

Legal Business Name: Dexter Quality Cleaners, LLC

Black-owned, Minority-owned, Resident-owned business

Total Project Cost: \$89,857

Owners: Malik Wilson

Location: 13201 Dexter Ave.

District: 7

Neighborhood: Russell Woods

Description: Dexter Quality Cleaners offers laundry and dry-cleaning services for the community. Additionally, the cleaners offers custom tailoring for garments.

Project scope: Façade improvement and doors, windows, tuck pointing, lighting and painting.

2. **FAIRCLOTH boutique**

Estimated Construction Award: \$9,000

Legal Business Name: Faircloth Boutique LLC

Woman-owned business

Total Project Cost: \$43,938

Owners: Sara Faircloth

Location: 8001 Kercheval Avenue Suite 101

District: 5

Neighborhood: West Village

Description: FAIRCLOTH is a women's clothing & accessories boutique located in West Village, that focuses on affordable items & employing City of Detroit residents.

Project scope: Film on all exterior windows to prevent sun damage of clothes, better signage, etc.

3. **Feline Curves**

Estimated Construction Award: \$8,000

Legal Business Name: Feline Curves LLC

Black-owned, Minority-owned, Woman-owned, Resident-owned business



Motor City Match Round 23 Awardee Summary

Total Project Cost: \$16,000

Owners: Ashley Patterson

Location: 20411 Van Dyke Ave

District: 3

Neighborhood: Sherwood

Description: An upscale full-service event decorating company with attached venue to host life's greatest moments

Project scope: New signage for to improve the aesthetic look needed to operate in a very competitive market

4. **Harper Upholstery Workroom LLC**

Estimated Construction Award: \$25,000

Legal Business Name: Harper Upholstery Workroom LLC

Minority-owned, Black-owned, Woman-owned business

Total Project Cost: \$55,569

Owners: Nina Hasty

Location: 14534 Harper Ave

District: 4

Neighborhood: Outer Drive-Hayes

Description: Harper Upholstery provides reupholster, refinish and repair services for Commercial and residential customers

Project scope: Tuck pointing, brick replacement, façade refinish

5. **Hustlers Wife LLC dba Be Her**

Estimated Construction Award: \$25,000

Legal Business Name: Hustlers Wife L.L.C.

Black-owned, Minority-owned, Woman-owned business

Total Project Cost: \$50,000

Owners: Jamie Williams

Location: 15715 East Warren Ave

District: 4

Neighborhood: Morningside

Description: Be Her is a retail women's clothing store that provides a variety of tops, bottoms, jumpsuits, shoes, and accessories.

Project scope: Updated signage, front door, back patio

6. **Krispy Addicts Clothing Boutique**

Estimated Construction Award: \$13,000

Legal Business Name: Krispy Addicts Clothing Boutique

Black-owned, Minority-owned business

Total Project Cost: \$26,000

Owners: Dhafir Hasan

Location: 19434 Livernois Ave

District: 2

Neighborhood: Sherwood Forest

Description: Krispy Addicts Clothing boutique is a men's clothing boutique that specializes in selling exclusive graphic t-shirts, designer denim jeans, hoodies, sweatshirts and accessories.

Project scope: Improve the exterior of building by installing security shutters to protect business



Motor City Match Round 23 Awardee Summary

from future theft and burglaries.

7. **LIV RESTO-LOUNGE, LLC DBA MIX BRICKTOWN**

Estimated Construction Award: \$25,000

Legal Business Name: LIV RESTO-LOUNGE, LLC

Black-owned, LGBTQIA+ owned, Minority-owned, Woman-owned, Resident-owned business

Total Project Cost: \$63,425

Owners: Angela Vincent

Location: 641 Beaubien Street

District: 5

Neighborhood: Downtown

Description: MIX Bricktown Bar & Mobile Kitchen (M!X) is located in the Historic Bricktown District of Downtown Detroit. M!X is a diverse, interactive mingling scene to Drink, Eat & Dance! The indoor/outdoor atmosphere of M!X caters to music, sports and visual art enthusiasts alike.

Project scope: Updated windows, doors, awning and facade

8. **Z MORNING PROPERTIES LLC / DBA SOBOH INSURANCE AGENCY**

Estimated Construction Award: \$25,000

Legal Business Name: Z Morning Properties LLC

Minority-owned business

Total Project Cost: \$118,000

Owners: Mohamad Soboh

Location: 16800 West Warren Ave

District: 7

Neighborhood: Warren Ave. Community

Description: insurance services, tax preparation, other services

Project scope: Replace doors, windows, install two shutters, new stucco



CODE EDC 23-08-91-134

MOTOR CITY MATCH: REQUEST TO APPROVE TECHNICAL ASSISTANCE SERVICE PROVIDERS

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

WHEREAS, in July 2022, pursuant to a request for proposal issued by the City of Detroit, the EDC was selected to be the program administrator of the third phase of the Program; and

WHEREAS, in order to engage qualified service providers for the Program’s technical assistance-based award tracks, EDC staff released two requests for proposals seeking responses for the provision of various technical assistance and design services; and

WHEREAS, EDC staff has completed its evaluation of submissions to the Small Business Technical Assistance Services Request for Qualifications (Technical Assistance RFQ) and, subject to staff’s completion of due diligence that includes verification of required business registration, tax clearances, insurance coverages, and ability to comply with federal regulations, recommends the providers listed in the attached **Exhibit A** (the “Technical Assistance Service Providers”); and

WHEREAS, EDC staff has completed its evaluation of submissions to the Small Business Technical Assistance Services Request for Qualifications: Architectural Design & Engineering (Design RFQ) and, subject to staff’s completion of due diligence that includes verification of required business registration, tax clearances, insurance coverages, and ability to comply with federal regulations, recommends the providers listed in the attached **Exhibit B** (the “Design Service Providers”); and

WHEREAS, the EDC Board of Directors has determined that staff’s recommendation is appropriate and in the best interests of the EDC and the Program.

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors accepts the current recommendations for qualified Technical Assistance Service Providers and Design Service Providers.

BE IT FURTHER RESOLVED that the EDC Board of Directors approves the businesses described in **Exhibit A** for qualified Technical Assistance Service Providers

BE IT FURTHER RESOLVED that the EDC Board of Directors approves the businesses described in **Exhibit B** for qualified Design Service Providers

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.

August 8, 2023



Exhibit A
Recommended Technical Assistance Service Providers Awardees

Service Provider	Point of Contact	Role	Category of Service	Location
BEST PRACTICES CONSULTING SERVICES, LLC	Laura Sigmon	Principal Consultant	Accounting and Financial Planning, Business Planning & Business Consulting, Technology Services, Other	Romulus
CATALYST MEDIA FACTORY LLC	Jennifer Foster	President & CEO	Marketing and Branding Services	Detroit
Dianne Walker LLC dba Walker Consulting Services	Dianne Walker	Owner	Accounting and Financial Planning, Marketing and Branding Services, Business Planning & Business Consulting, Other	Detroit
ILERA, LLC dba ILERA Labs	Chinonye Akunne	Business Strategist	Marketing and Branding Services, Business Planning & Business Consulting, Other	Detroit
LOCAL DIFFERENCE, LLC dba Taste the Local Difference	Haley Bennett	Director of Community Partners	Marketing and Branding Services	Traverse City
MAHALIA ANTHONY LLC dba DSOURCE	Wendy Caldwell	Owner & Chief Analyst	Business Planning & Business Consulting	Detroit
MAJOR	Leyanis Diaz	Founder & CEO	Marketing and Branding Services, Business Planning & Business Consulting, Technology Services, Legal, Accounting and Financial Planning	Miami
New ID Agency LLC	Taylor Baldwin	Owner	Marketing and Branding Services	Lathrup Village
NERVYMISE, PLLC	S.Lauren Haggerty	Managing Attorney	Legal	Detroit
OLU LLC dba OLU & COMPANY	Amani Olu	CEO	Marketing and Branding Services, Business Planning & Business Consulting	Detroit
Proxie, LLC	Autumn Kyles	Founder	Marketing and Branding Services, Business Planning & Business Consulting	Farmington Hills
QUALITY TECHNICAL ENTERPRISE SERVICES, INC dba QT BUSINESS SOLUTIONS	Tina Williams	COO	Business Planning & Business Consulting, Accounting and Financial Planning	Southfield
Revby LLC	Michael Aparicio	Founder, CEO, and Principal Consultant	Accounting and Financial Planning, Marketing and Branding Services, Business Planning & Business Consulting, Technology Services	Boston
Roads Consulting Group	Jose Perez	CEO	Legal, Accounting and Financial Planning, Marketing and Branding Services, Business Planning & Business Consulting, Technology Services	Estas Boston
SYNECDOCHE DESIGN STUDIO LLC	Lisa Sauve	Principal & Cofounder	Marketing and Branding Services, Business Planning & Business Consulting	Detroit
The John L Group Inc	Luther Brown	COO	Accounting and Financial Planning	Flint



EDC

ECONOMIC DEVELOPMENT CORPORATION

500 Griswold, Suite 2200
Detroit, MI 48226

The PLLUS Group, Inc	Lawrence Price, Jr	CEO	Accounting and Financial Planning Business Planning & Business Consulting	Bingham Farms
VILLA MARKETING, LLC	Colleen Villa	Managing Member	Marketing and Branding Services	Ypsilanti



**Exhibit B
Recommended Design Service Providers**

Service Provider	Point of Contact	Role	Category of Service	Location
A/E COLLABORATIVE, LLC	Karen A.D. Burton	Principal, Partner	Architectural Services, Engineering Services, Zoning & Regulatory Services, Building Condition Assessments, Project Feasibility Analysis, Other	Detroit
Civil & Environmental Consultants, Inc.	Tim Murphy	Principal - National Public Sector Market Lead	Architectural Services, Engineering Services, Building Condition Assessments, Project Feasibility Analysis Other, Energy Efficiency / Green Building Practices, Zoning & Regulatory Services	Toledo
Concetti LLC	Rachel Nelson	CEO	Architectural Services, Interior Design Strategy Services	Detroit
Dash Marshall LLC	Amy Yang	Partner	Architectural Services, Other	Brooklyn
DOKES DESIGN + ARCHITECTURE, LLC	Damon Dickerson	Director of Architecture	Architectural Services, Engineering Services, Project Feasibility Analysis, Building Condition Assessments	Detroit
DLZ Michigan Inc.	Brian Wisniewski	Project Architect	Architectural Services, Engineering Services, Energy Efficiency / Green Building Practices, Building Condition Assessments, Project Feasibility Analysis	Detroit
Edwards Group International, Inc	Ronald Edwards	Owner	Architectural Services	Detroit
Iannuzzi Studio, PLLC	David Iannuzzi	Owner	Architectural Services, Energy Efficiency / Green Building Practices, Project Feasibility Analysis	Detroit
INFUZ, LTD. dba INFUZ ARCHITECTS	Samantha Conklin	Coordinator	Architectural Services, Project Feasibility Analysis, Zoning & Regulatory Services, Energy Efficiency / Green Building Practices, Building Condition Assessments Other	Detroit
OTHER WORK LLC	Laura Walker	Owner, Architect	Architecture Services	Detroit
PURE ARCHITECTURE AND DEVELOPMENT, PLLC dba Pure Architects	Zachary Verhulst	CEO & Founder	Architectural Services, Energy Efficiency / Green Building Practices, Building Condition Assessments, Project Feasibility Analysis, Zoning & Regulatory Services, Engineering Services	Detroit
SMITHGROUP COMPANIES, INC.	Dan Kinhead	Principal	Project Feasibility Analysis, Building Condition Assessments, Zoning & Regulatory Services, Energy Efficiency / Green Building Practices, Architectural Services, Engineering Services	Detroit
SPALDING DEDECKER ASSOCIATES, INC. dba SPALDING DEDECKER	Cassi Meitl	Planning Manager	Engineering Services, Zoning & Regulatory Services, Energy Efficiency / Green Building Practices, Other, Project Feasibility Analysis	Detroit
SYNECDOCHE DESIGN STUDIO LLC	Lisa Sauve	Principal & Cofounder	Architectural Services, Project Feasibility Analysis, Zoning & Regulatory Services, Other	Detroit
WHEELER KEARNS ARCHITECTS, INC.	Beth Garneata	Studio Coordinator	Architectural Services	Chicago



CODE EDC 23-08-12-65

I-94 INDUSTRIAL PARK – EXTENSION OF ESCROW DEADLINE UNDER TRANSACTIONS WITH SOAVE ENTERPRISES

WHEREAS, in connection with the development of Stellantis’s (fka FCA) new assembly plant near the intersection of Mack and Conner, the City of Detroit Brownfield Redevelopment Authority (“DBRA”) and the City of Detroit (the “City”), The Economic Development Corporation of the City of Detroit (the “EDC”) and various affiliates of Soave Enterprises (collectively, the “Developer”) entered into a series of land sale agreements pursuant to which the Developer purchased various publicly owned properties, including certain properties located in the I-94 Industrial Area owned by the EDC (collectively, the “Properties”) and in turn, the City acquired from Developer certain properties necessary for the Stellantis development; and

WHEREAS, pursuant to the land sale agreements, the sale proceeds from the transactions were to be held in escrow under a Site Prep Escrow Agreement (the “Escrow Agreement”) and released to the Developer as reimbursement for certain eligible activities undertaken at the Properties, with any escrowed funds not released to the Developer on or before August 4, 2023 (the “Escrow Deadline”) were to be released to the EDC, DBRA or the City, as applicable; and

WHEREAS, due to various delays encountered by the Developer with respect to a larger infrastructure removal and relocation project required on the Properties, Developer has requested, and staff supports, an extension of the Escrow Deadline to August 4, 2024, solely with respect to the eligible activities described on Exhibit A hereto (the “Extended Scope”); and

WHEREAS, the Board has reviewed the extension request and finds it reasonable and otherwise consistent with its statutory powers and purposes.

NOW, THEREFORE, BE IT RESOLVED, that the EDC Board of Directors hereby authorizes an amendment to the Escrow Agreement extending the Escrow Deadline to August 4, 2024, solely with respect to the Extended Scope.

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

August 8, 2023

MEMORANDUM

TO: Becky Navin
FROM: Keith Welch
DATE: June 21, 2023
RE: Trident Huber Site Prep Work

Trident Huber L.L.C. is proceeding with the work necessary to make our property as shovel ready as possible for development. This work on the Trident Huber Properties purchased from the City of Detroit involves demolition and removal of utilities, roadways, underground structures and site stabilization. A budget breakdown for proposed escrow reimbursement was provided by Susan Johnson, our legal representative from Butzel, on June 2, 2023, in a letter on our behalf. You have requested a narrative of the work items involved, which is provided below. Site plans have also been attached for reference and clarity of the location and scope of work described in this summary.

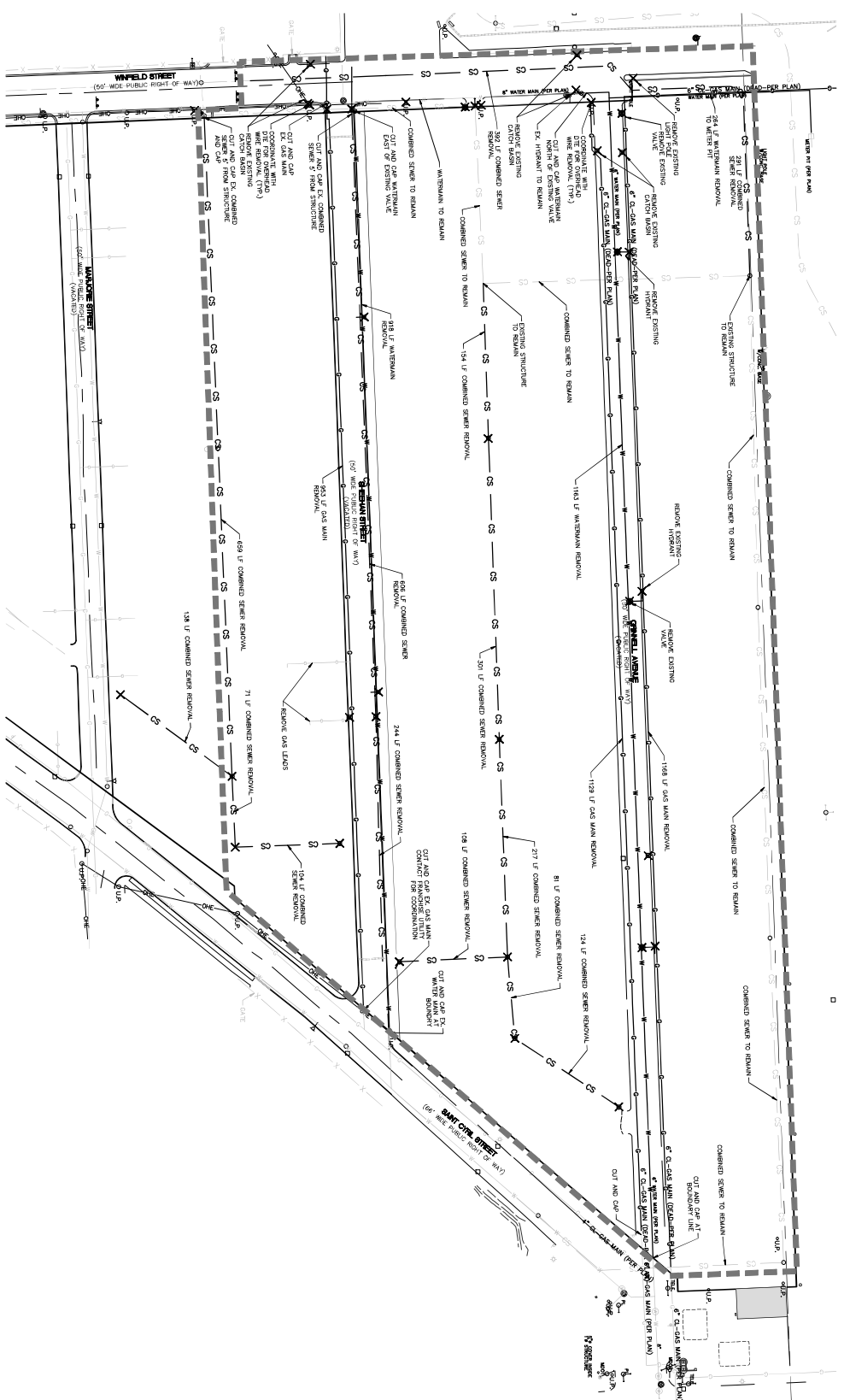
Demolition - Work included in this category entails the removal of all previously installed site improvements from past site usage and consultant support to secure required governmental approvals. Roadways, underground utilities, and obsolete overhead power supply will be removed and disposed of offsite. The area will be graded with excavated soils to provide drainage of storm runoff necessary as part of our soil erosion permit due to the removals discussed. A contingency estimate has also been included should existing basements or foundations be found from previous demolition procedures that would need to be removed.

Site Preparation – Work in the category includes survey staking, soils sampling, and density testing for backfill. Site securing, construction signage and soil erosion controls are also included. A contingency for additional imported fill is included should the need be realized to provide additional fill for site drainage as part of soil erosion measures.

Permits – This category is for reimbursement of permits required to perform the work from regulatory agencies.

Department Specific/Due Care/Environmental Costs – This category covers the cost of environmental oversight for the work including due care analysis and oversight, soil sampling, and laboratory analysis of a sampling of soils. A contingency for disposal of contaminated soils, should they be found, and the transport and disposal of contaminated ground water should any be found. The cost of the removal and disposal of an underground storage tank is also included.

cc: Susan Johnson
Bryan Amann



LEGEND

PROPERTY LINE
 EXISTING CURB AND GUTTER
 EXISTING CURB AND GUTTER TO BE REMOVED
 EXISTING COMBINED SEWER TO BE REMOVED
 EXISTING COMBINED SEWER TO REMAIN
 EXISTING WATER MAIN TO BE REMOVED
 EXISTING WATER MAIN TO REMAIN
 EXISTING GAS MAIN TO BE REMOVED
 EXISTING GAS MAIN TO REMAIN
 EXISTING TELEPHONE TO BE REMOVED
 EXISTING TELEPHONE TO REMAIN
 EXISTING UNDERGROUND ELECTRIC TO BE REMOVED
 EXISTING UNDERGROUND ELECTRIC TO REMAIN
 EXISTING TREE TO BE REMOVED
 EXISTING UTILITY POLE
 EXISTING PARALLEL TO BE REMOVED
 LANE(S) OF HIGHWAY / ROADWAY AREA

UTILITY REMOVAL QUANTITIES
 EXISTING WATER MAIN 3025 LF
 EXISTING GAS MAIN 3250 LF
 EXISTING COMBINED SEWER 3250 LF

DATE	NOV 13, 2021
BY	4/2/22 SCS - RHEM
CHK	7/2/22 SCS - RHEM
APP	7/2/22 SCS - RHEM
SCALE	1" = 20' (VERT)
SCALE	1" = 40' (HORIZ)
DESIGNED BY	J. KIM
CHECKED BY	J. KIM
DATE	6/22/2022
FILE NO.	21000235
PLAT NO.	5

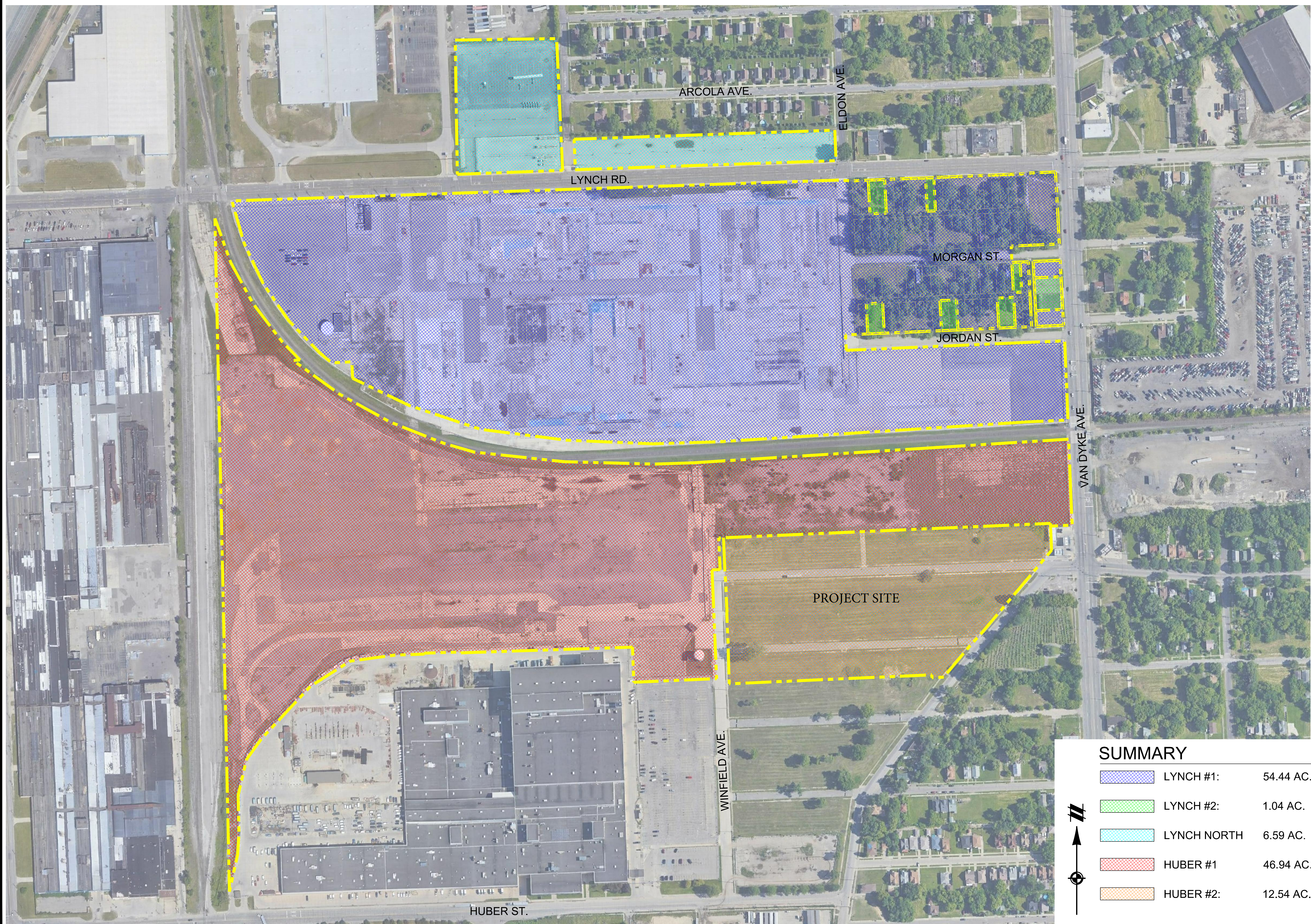
SOAVE INDUSTRIES
 HUBER II
 DEMOLITION PLANS
 UTILITY DEMOLITION PLAN

SECTION 21
 TOWN 1 SOUTH, RANGE 12 EAST
 CITY OF DETROIT
 WAYNE COUNTY, MICHIGAN

ATWELL
 800.850.4200 www.atwell-group.com
 TWO TOWN SQUARE, SUITE 700
 SOUTHFIELD, MI 48034
 248.447.2000

Know what's below.
 Call before you dig.
 811

811 is a national emergency number for utility services. It is a free service that allows you to report a problem with a utility or to request a utility service. The 811 system is a critical part of the infrastructure that supports our daily lives. It is important to use 811 before you dig to avoid damage to underground utilities and to ensure the safety of yourself and others.



SUMMARY

	LYNCH #1:	54.44 AC.
	LYNCH #2:	1.04 AC.
	LYNCH NORTH:	6.59 AC.
	HUBER #1:	46.94 AC.
	HUBER #2:	12.54 AC.



Know what's below.
Call before you dig.

THE LOCATIONS OF EXISTING UNDERGROUND UTILITIES ARE SHOWN IN AN APPROXIMATE WAY ONLY AND HAVE NOT BEEN INDEPENDENTLY VERIFIED BY THE OWNER OR ITS REPRESENTATIVE. THE CONTRACTOR SHALL DETERMINE THE EXACT LOCATION OF ALL EXISTING UTILITIES BEFORE COMMENCING WORK, AND AGREES TO BE FULLY RESPONSIBLE FOR ANY AND ALL DAMAGES WHICH MIGHT BE OCCASIONED BY THE CONTRACTOR'S FAILURE TO EXACTLY LOCATE AND PRESERVE ANY AND ALL UNDERGROUND UTILITIES.

NOTICE: CONSTRUCTION SITE SAFETY IS THE SOLE RESPONSIBILITY OF THE CONTRACTOR. NEITHER THE OWNER NOR THE ENGINEER SHALL BE EXPECTED TO ASSUME ANY RESPONSIBILITY FOR SAFETY IN THE WORK OF PERSONS ENGAGED IN THE WORK OF ANY NEARBY STRUCTURES, OR OF ANY OTHER PERSONS.

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SOUTHFIELD, MI 48076
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SECTION 16 & 21
TOWN 1 SOUTH, RANGE 12 EAST
CITY OF DETROIT
WAYNE COUNTY, MICHIGAN

HUBER & LYNCH BASEMAP

DATE: FEB. 24, 2021

NO.	DATE	REVISIONS

SCALE: 1" = 150 FEET
DRAWN BY: KS
CHECKED BY: JA
P.M.: JACKERMAN
JOB #: 21000235
FILE CODE: -
SHEET NO. CN-1