

CODE EDC 18-05-02-298

Economic Development Corporation of the City of Detroit

APPROVAL OF MINUTES OF APRIL 24, 2018 REGULAR MEETING

RESOLVED, that the minutes of the Regular meeting of April 24, 2018 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

May 22, 2018

**ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
TUESDAY, APRIL 24, 2018 – 8:30 A.M.**

BOARD MEMBERS PRESENT: Marsha Bruhn
Linda Forte
Jonathan Quarles
Matthew Roling
Thomas Stallworth

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

**SPECIAL DIRECTORS
PRESENT:** Timothy Schacht (NDC Project No. 1)

**SPECIAL DIRECTORS
ABSENT:** Emily Black (I-94 Industrial Park Project)
Melwood Brown (NDC Project No. 1)
Patrick Dozier (Mt. Elliott-Wight Project)
Jon Newton (Waterfront East Development Project)
Dominic Pangborn (Mt. Elliott-Wight Project)
Frank Taylor (Waterfront East Development Project)
Marvin Thomas (I-94 Industrial Park Project)

OTHERS PRESENT: Anthony Askew (DEGC/EDC)
Cora Capler (DEGC/DBRA)
Gay Hilger (DEGC/EDC)
Malinda Jensen (DEGC/EDC)
Damon Jordan (DEGC/EDC)
Jennifer Kanalos (DEGC/EDC)
Glen Long (DEGC/EDC)
Chris McClain (Citizen Detroit)
Rebecca Navin (DEGC/EDC)
Mariangela Pledl (DEGC/EDC)
Orza Robertson (DEGC/EDC)
Kelly Shovan (DEGC/EDC)



Economic Development Corporation of the City of Detroit

**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS REGULAR MEETING
TUESDAY, APRIL 24, 2018
DETROIT ECONOMIC GROWTH CORPORATION
500 GRISWOLD, SUITE 2200 - 8:30 A.M.**

CALL TO ORDER

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

GENERAL

Approval of Minutes

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the April 10, 2018 Regular Board meeting. With there being no response, the Board took the following action:

On a motion by Ms. Bruhn, seconded by Mr. Quarles, Resolution Code EDC 18-04-02-296 was unanimously approved.

Acceptance of Treasurer's Report

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

On a motion by Mr. Stallworth, seconded by Mr. Roling, Resolution Code EDC 18-04-03-225 was unanimously approved.

PROJECTS

Waterfront East Development Project; NDC Project No. 1 – Jefferson Village Project; and Mt. Elliott-Wight Development Project: Landscape Services Contract with Grace Management Services, Inc.

Mr. Robertson reported that as part of the East Riverfront, Jefferson Village and Mt. Elliott Projects, the EDC provides landscape maintenance services for various areas within the Project. The boundaries of the East Riverfront Project Area are Woodbridge (north), Atwater (south), Jos Campau (east), and Riopelle (west). Jefferson Village Project – the boundaries are Jefferson (north), St. Clair (east), Freud (south) and St. Jean (east). Light House Depot – the project is located on Mt. Elliott (south) of Jefferson (the "Project Area").

April 24, 2018

To prepare for the required landscape maintenance, the EDC staff publicly advertised and issued a Request for Proposal ("RFP") in March 2018 for the performance of area landscape maintenance and vegetation control services in the Project Area. The work entails trash & debris removal, mowing vacant lots, weed control, minor fertilization for the Project Area ("Work").

Upon reviewing the responses to the RFP (3) proposals were submitted;

JE Jordan Landscaping Services	\$26,615 – Detroit HQ
Payne Landscaping	\$28,520 – Detroit HQ
Grace Management Services	\$24,079 – Southfield

The EDC staff determined that Grace Management Services, Inc. (the "Contractor") was the most qualified, responsive bidder with a total bid amount of \$24,079.00 for the three (3) Project Areas. The contract is for a one (1) year term, starting May 2018 through November 30, 2018, with the contract value allocated as follows:

East Riverfront	\$ 1,085.00
Jefferson Village	\$22,194.00
Light House Depot	<u>\$ 800.00</u>
Total	\$24,079.00

EDC staff therefore recommended that the Board authorize EDC staff to negotiate and enter into an agreement with the Grace Management Services for performance of the Work (the "Agreement") in an amount not-to-exceed Twenty-Four Thousand Seventy-Nine and 00/100 Dollars (\$24,079.00).

Finally, the EDC staff recommended an owner's contingency of \$2,407.90 to manage unforeseen conditions or additional work for the season.

A resolution, which includes Work for the Waterfront East, Mt. Elliott-Wight, and NDC #1 – Jefferson Village, was included for the Board's consideration.

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

On a motion by Ms. Bruhn, seconded by Mr. Roling, Resolution Codes EDC 18-04-70-67; 18-04-68-11; and 18-04-13-97 were unanimously approved.

Motor City Match Recommendation for Round 11 Business Awards

Mr. Askew distributed a map identifying the locations of the proposed Round 11 Cash Awardees for the Board's information.

Mr. Askew advised that on December 1, 2017, the EDC's Motor City Match program began accepting applications for Round 11 of the Business Owner Application Track. The Business Owner Application Track is for businesses from Detroit and around the world that are looking to start or expand in Detroit. The table below describes the levels of award and qualifications.

April 24, 2018

		Awards	Awardees must have:
TECHNICAL ASSISTANCE	BUSINESS PLAN	<ul style="list-style-type: none"> • Up to 50 winners • Free business planning class 	<ul style="list-style-type: none"> • A great idea
	SPACE	<ul style="list-style-type: none"> • Up to 25 winners each round • Match making with top real estate • Financial planning assistance 	<ul style="list-style-type: none"> • Be current and compliant • Judged most feasible for business
	DESIGN	<ul style="list-style-type: none"> • Up to 7 winners each round • Design/build assistance • Priority permitting • Financial planning assistance 	<ul style="list-style-type: none"> • Be current and compliant • Judged most feasible for business • Have a tenant secured
FINANCIAL ASSISTANCE	CASH	<ul style="list-style-type: none"> • Up to 10 winners each round • Up to \$100,000 matching grant per winner • \$500,000 in grants per round for building and business owners • Pitch to lending partners for financing 	<ul style="list-style-type: none"> • Be current and compliant • Judged most feasible for business • Have a tenant secured • Have a plan for building renovations • Have funds ready for investment

When applications closed on January 8, 2018, the EDC had received over 262 business applications (“Application”).

This focuses on the selection and recommendation of awardees for:

- "Business Plan" award track receiving business planning assistance
- "Space" award track receiving site selection assistance
- "Design" award track receiving architectural design, permitting and bidding assistance for pre-development
- "Cash" award track receiving grants and financing assistance

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

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

Second, staff sorted applications into various award tracks and reviewed eligible business applications to determine finalists. The awards were selected using the 100-point scale detailed below. Finalist applicants were identified as follows:

- “Business Plan” applicants have great business ideas but haven’t formulated a business plan yet or need help strengthening their business plans before pursuing space. In total, sixty (60) Business Plan finalists were selected.
- “Space” applicants are actively looking for space. These business applicants are either new business ventures that have a solid business plan or they are existing businesses with a track record of success and a plan to grow it. Twenty-four (24) space awardees were selected.
- “Design” applicants have great business plans and have secured a space but need help planning for renovations. In some cases, these businesses are tenants; in other cases, these businesses own the building they plan to open their business in. In total, seven (7) Design finalists were selected.
- “Cash” applicants have a location secured, a plan for build-out and strong understanding of the money needed to start their business and complete renovations at their space. In total, thirty-five (35) Cash finalists were selected.

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

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

“Cash” finalists were required to submit supplemental information. “Cash” finalists submitted comprehensive financial information, including a standard loan application and personal financial statement. Motor City Match staff compiled this supplemental information to determine the financial need, equity investment and “financial gap” for each business. Next, Motor City Match staff met with a team of six local Community Development Financial Institution (CDFI) lending partners on March 29, 2018, to determine grant and loan investment required to fill the financial gap on each project. CDFI partners include Invest Detroit, Detroit Development Fund, Capital Impact Partners, LISC, Michigan Women’s Foundation and Detroit Micro-Enterprise Fund. CDFI partners made commitments to explore lending the balance of the financial gap based on recommended grant investment from Motor City Match. Motor City Match staff used lender interest,

participant scores, supplemental information and readiness to accept additional investment to determine “Cash” awardees and associated grant investment.

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

EDC staff recommends:

- Forty-nine (49) “Business Plan” awardees for business planning are presented in Exhibit A.
- Twenty-four (24) “Space” awardees for site selection are presented in Exhibit B.
- Seven (7) “Design” awardees are presented in Exhibit C.
- Twelve (12) “Cash” awardees to receive a total of \$500,000 in grant investment, as described on Exhibit D.

EDC staff will contract with independent business planning service providers to deliver services to “Business Plan” awardees. EDC anticipates that Build Institute and LifeLine will provide business planning training for up to 49 Round 11 Motor City Match “Business Plan” awardees.

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

EDC staff will hire contractual professional architect, engineering and construction providers to deliver design-build assistance to “Design” awardees with design-build independent contractors to provide pre-development design services for the seven (7) Round 11 Motor City Match “Design” awardees.

The EDC will enter into grant agreements with Round 11 Motor City Match “Cash” awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

Mr. Askew reviewed the list of cash awardees, giving descriptions and locations of the businesses, and responded to Board members’ questions.

Ms. Forte asked if Mr. Askew could provide via email the breakdown of total investment.

Ms. Bruhn requested a status report on the Motor City Match awardees from previous rounds.

A discussion took place regarding the two businesses that had previously received grants that had closed, and what could be done by staff in the future to monitor the businesses and reach out to them with advice/help to sustain their business and prevent closure. The Board also suggested staff take a look at what considerations in the future could be added to the process, like demand for services in the area, adequate parking, etc., and report back.

April 24, 2018

A resolution approving the staff's recommendation of "Business Plan", "Space" and "Design" awardees and recommending to the Board staff's recommendation of "Cash" awardees was included with the memorandum for the Board's consideration.

Ms. Bruhn informed that she is on the Board of the Grandmont Rosedale Development Corporation and deferred to counsel regarding voting. Ms. Navin recommended that she abstain from voting on just the GRDC grant.

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

On a motion by Mr. Stallworth, seconded by Mr. Quarles, Resolution Code EDC 18-04-91-63 was approved, with Ms. Bruhn abstaining on the Grandmont Rosedale Development Corporation grant.

Motor City Match Recommendation for Round 11 Building Awards

Mr. Askew reported that on December 1, 2017, the EDC's Motor City Match program began accepting applications from interested building owners for Round 11 of the Building Application Track ("Round 11"). The Building Application Track is for Detroit property owners with a vacant space looking for quality new tenants. Awards include pre-development assistance, marketing and tenant recruiting. Properties that are matched with businesses are considered for grants, financing and priority permitting. The table below describes the levels of award and qualifications.

		Awards	Awardees must:
TECHNICAL ASSISTANCE	SPACE	<ul style="list-style-type: none"> • Listed as an available property viewable by hundreds of Business Competition candidates • Top 25 scoring buildings will be marketed as a "top destination for new business" • Pre-development building assessment • Match making with top businesses 	<ul style="list-style-type: none"> • Be current and compliant • Judged most feasible for business
	DESIGN	<ul style="list-style-type: none"> • Up to 7 awardees each round across both the building and business tracks • Design/build assistance • Priority permitting • Financial planning assistance 	<ul style="list-style-type: none"> • Be current and compliant • Judged most feasible for business • Have a tenant secured

FINANCIAL ASSISTANCE	CASH	<ul style="list-style-type: none"> • Up to 10 awardees each round across both the building and business tracks • Up to \$100,000 matching grant per winner • \$500,000 in grants per round for building and business owners • Pitch to lending partners for financing 	<ul style="list-style-type: none"> • Be current and compliant • Judged most feasible for business • Have a tenant secured • Have a plan for building renovations • Have funds ready for investment
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When applications closed on January 8, 2018, the EDC had received twenty-three (23) applications (“Application”) for spaces all across the city of Detroit. An Application typically refers to a single tenantable space within a property. One property may have submitted multiple Applications and the properties may have previously matched but have leaseable space.

Staff completed the following due diligence and evaluation process:

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

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

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

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

- Of the twenty-three (23) applications considered for Round 11, three (3) applications were deemed ineligible because of condition or compliance. Four (4) properties had been previously awarded, leaving sixteen (16) eligible Building Applications to be considered for Round 11 awards.
- Fourteen (14) eligible Round 11 building applications indicated they had space available for lease. These building owners are recommended to receive “Space” awards to assist with marketing their property and recruiting tenants.

The remaining two (2) eligible applicants indicated that they had a tenant secured and no additional space to lease. This makes these applicants eligible for consideration for “Design” or “Cash” awards in partnership with their tenants.

- One (1) property from Round 7 applications fulfilled the eligibility requirements and is recommended to be included in the Round 11 “Space” awards.
- Based on eligible applications and review of scores, EDC staff recommended the following Round 11 Building Owner Awards:
 - **Space awards.** Fifteen (15) properties are recommended to receive Space awards as presented in Exhibit A, which includes marketing, a professional building assessment, real estate tours and other matchmaking activities with top Motor City Match business applicants. These top scoring buildings are recommended to receive “Top Property” designation to assist with marketing and tenant recruiting.
 - **Design Awards.** Seven (7) properties are recommended to receive “Design” awards in partnership with their tenants presented in Exhibit B, which includes architectural technical assistance for tenant build-out and building renovations.

EDC staff requested that the Board accept the current results of the Round 11 Building Application evaluation process and confirm the Applications that have been awarded “Space” and “Design” awards.

Mr. Stallworth suggested when staff is evaluating the properties that they identify what is the “best use” for the properties.

A resolution was included for the Board’s consideration.

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

On a motion by Mr. Quarles, seconded by Mr. Roling, Resolution Code EDC 18-04-91-64 was unanimously approved.

I-94 Industrial Park—Lease to L.I.J.B.S Enterprises Inc.

Mr. Jordan advised that L.I.J.B.S. Enterprise, LLC. (“L.I.J.B.S.”), a local automotive repair, sales, towing and mobile container rental company has an existing operation located near the I-94 Industrial Park at 6380 Marcus, as shown on Exhibit A included in the Board material. The EDC owns the 5.98 acres of land shown in Exhibit A (the “EDC Land”).

The Lease will allow the EDC to collect substantial revenue until a permanent user or developer is identified for the land.

L.I.J.B.S will use the 5.98 acres to store and operate its mobile container business. An example of the product was shown in Exhibit B in the Board material.

Representatives from the EDC and LIJBS have negotiated the terms of a Lease Agreement in a Term Sheet included in the Board material as Exhibit C, pursuant to which the EDC will lease the EDC land to LIJBS. LIJBS will accept the land on an as-is, where-is basis, and, promptly sign a lease agreement.

Staff requested the Board's approval to execute and consummate a Lease Agreement. A resolution was included for the Board's consideration.

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

On a motion by Mr. Stallworth, seconded by Mr. Roling, Resolution Code EDC 18-04-12-49 was unanimously approved.

ADMINISTRATION

OTHER MATTERS

PUBLIC COMMENT

ADJOURNMENT

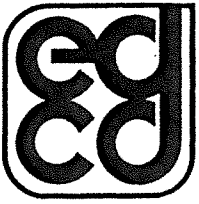
With there being no further business to come before the Board, Ms. Forte adjourned the meeting at 9:25 a.m.



APPROVAL OF MINUTES OF APRIL 10, 2018 REGULAR MEETING

RESOLVED, that the minutes of the Regular meeting of April 10, 2018 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

April 24, 2018



Economic Development Corporation of the City of Detroit CODE EDC 18-04-03-225

ACCEPTANCE OF TREASURER'S REPORT FOR MARCH 2018

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending March 31, 2018, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

April 24, 2018



WATERFRONT EAST DEVELOPMENT PROJECT; MT. ELLIOTT-WIGHT DEVELOPMENT PROJECT; AND NDC PROJECT NO. 1—JEFFERSON VILLAGE: LANDSCAPE SERVICE CONTRACT WITH GRACE MANAGEMENT SERVICE, INC.

WHEREAS, the EDC provides certain summer landscape services as part of the Waterfront East Development Project; and

WHEREAS, the EDC publicly advertised and issued a Request For Proposal ("RFP") in March 2018 for the performance of the landscape maintenance services more particularly described in the scope of work attached as Exhibit A (, the "Work"); and

WHEREAS, upon reviewing the responses to the RFP, the EDC staff determined that Grace Management Services Inc. (the "Contractor") was the most qualified, responsive bidder with a total bid amount of \$24,079.00 for the three (3) Project Areas; and

WHEREAS, EDC staff recommends the Board to authorize EDC staff to negotiate and enter into an agreement with Grace Management Services, Inc. for performance of the Work for the Waterfront East, EDC Mt. Elliott-Wight, and NDC #1 – Jefferson Village (the "Agreement") in an amount not-to-exceed Twenty-Four Thousand Seventy-Nine and 00/100 Dollars (\$24,079.00); and

WHEREAS, the Agreement is for a one (1) year term, starting May 2018 through November 30, 2018; and

WHEREAS, EDC staff also recommends an owner's contingency of \$2,407.90 to manage unforeseen conditions or additional work for the season.

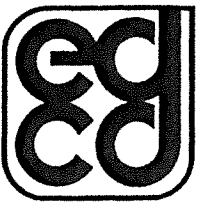
NOW, THEREFORE, BE IT RESOLVED, the EDC Board of Directors hereby authorizes EDC staff to negotiate and execute the Agreement upon the above-described terms, in an amount not to exceed \$24,079.00.

BE IT FURTHER RESOLVED, that the EDC Board of Directors hereby authorizes an owner's contingency of \$2,407.90 to manage unforeseen conditions or additional work for the season.

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

BE IT FINALLY RESOLVED that 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.

April 24, 2018



MOTOR CITY MATCH: ROUND 11 BUSINESS AWARDS

WHEREAS, EDC staff has completed due diligence and evaluation for applications ("Applications") in the eleventh round ("Round 11") of the Motor City Match Business Application Track; and

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

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

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 11 Business Application evaluation process, and approves the Applications that have been recommended for "Business Plan" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 11 Business Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 11 Business Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit C.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, recommends to the EDC Board of Directors the approval of the "Cash" grant awards that were recommended by Staff pursuant to the Round 11 Business Application evaluation process, attached hereto as Exhibit D.

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

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

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

April 24, 2018

Exhibit A
Recommended "Business Plan" Awardees

1. #Brag on GOD	Vendor venue for small businesses
2. Alexandria's Social Cafe	Social learning and tutoring cafe
3. Amaysin Fitness	Group fitness for all ages
4. At Your Service Enterprise	Home care and cleaning company
5. Better Bad Decisions	Brewery and winery
6. Black Kloth Klothng	A consciously aware clothing line
7. Blue Orchid Alternative Wellness	Alternative wellness center for those with disabilities
8. Burbank Community Daycare	Child care and latchkey program
9. C. Turner Properties LLC	Detroit investment group
10. Carson's Comedy Clubhouse	Comedy club
11. Cedrics Auto Repair, Inc.	Auto Repair and used car sales
12. City Juice	Neighborhood-based health center and juicery
13. Class in Session	Arts education and academic support
14. Crowd Freak LLC	Entertainment business for upcoming musicians
15. Deno's Italian Beefs	Chicago-style take out restaurant
16. Detroit Tough Landscapes	Green infrastructure design and installation
17. Detroit Voltage LLC	Electrical contracting firm
18. Detroit's Royal House of Design	Retail fabric store
19. Diamonds & Pearls Special Events LLC	Event planning
20. Dominican Restaurant	Fast-casual Dominican fare
21. Elevate Infinite Library Cafe	A library café

22. First Class Mobile Phlebotomy	Mobile phlebotomist
23. Fruit of the Spirit, LLC	Baked goods and holistic products
24. God Speed Transportation	Non-emergency transportation service
25. Just 4 Kids II Childcare & Learning Center	Childcare center
26. Kinks & Curls Beauty Bar	Beauty supply store
27. Land Trust Renewal Corporation	Urban housing land reconstruction corporation
28. Lina's Learning Center	Vocational education: Improving reading and writing skills
29. Lovin' Touch Learning Center LLC	Hands-on learning center for children
30. Motor City Sea Farm, LLC	Aquaculture business growing shrimp indoors
31. No Shame Fitness	Health and fitness
32. Olempians	Manufacturing and selling newly invented product
33. On The Go Ribs N Soul Bistro Lounge	Fast-food restaurant thriving on customer service
34. Orion shredding Inc.	Document management and paper shredding
35. Peachy Keen	The chipotle of peach cobbler
36. Pink Elephant Products and Events L3C	Sustainable household and body products
37. Rare Breed Apparel LLC	Customizing activewear to your personal style
38. Reggie the Computer Tech	Computer and video game repair
39. S W E A T by LMT LLC	Fitness apparel brand
40. Savored Goods	Detroit for-profit social enterprise
41. Sweet Thoughts LLC	Confectionery business making gourmet chocolates
42. Teaching from the Heart	Child care center
43. The Corban Collection	Online children's boutique
44. Turning Headz Beauty Bar	Beauty supply store and salon

45. TwISsTed Vegan	Vegan restaurant with vegetarian options
46. VanderWhite Catering	Food truck, catering and summer feeding program
47. Visionary Learners Academy	Early childhood education
48. Williams Healthcare Training	Detroit-based healthcare training center
49. Yom Dream LLC	Wholesaler of eyewear

Exhibit B
Recommended "Space" Awardees

1. The Theater Place	Theater group
2. Urban Salon Suites, Inc	Furnished Individual Salon Suites
3. Artoms Autobody & Collision	Artoms Autobody Concepts, Collision & Motorsports
4. Social Tykes	Children's play based facility
5. Colman and Pope Bakery	Bakery
6. The Collection Detroit, LLC	Retail incubator for Detroit businesses
7. Bobs Classic Kicks	Retail sneaker store/ Print embroidery/ Sneaker restoration
8. Lynn Hathorn Agency, LLC	Health, Life, Retirement Insurance Sales
9. Ms. E-Vee's LLC	Soul Food Carry-out Restaurant
10. JD Madison Investments Inc	Medical Massage, Therapeutic Massage
11. A Natural Twist	Natural hair care beauty boutique
12. The Honey House	Florist shop & boutique
13. The Beam Creativity Lounge (Formerly Books and Spice)	Indie bookstore cafe & meeting space
14. Zarkpa's LLC	Urban upscale African retail
15. University Pharmacy	Health and wellness with pharmacy
16. 44 Burrito, LLC	Mexican w/taste of soul restaurant

17. PLUS Skateboarding	Skateboard shop and skateboard camp
18. MWW1, LLC	Engineering, prototypes, machining and fabrication
19. L A Carter Investments D.B.A Carris Home Care	Home healthcare agency
20. Nail-Rite Construction	Construction company providing drywall services
21. MyAaliyah LLC	Cordless flat irons and accessories.
22. Motor City S.T.E.A.M	Science and art education program
23. Tech-On Detroit, LLC Career Management and Training Agency	Career management and training agency
24. TJ's Sweet Repeats	Vintage clothing and collectables store

Exhibit C
Recommended "Design" Awardees

1. 3D Sports Academy	Physical health educational sports center
2. Brut Detroit	Wine bar and Catering
3. Cutters Bar and Grill	Bar and Grill
4. SA'JA Entertainment Musician Institute	Music school, with performances
5. NOIS (Neighborhood Office and Incubator Space)	Coworking space with retail store and coffee shop
6. Uptown Hospitality Group LLC/DBA Uptown Toast WineBar and Detroit House of Comedy	Winebar with kitchen and comedy club
7. Us Food Market	Full service grocery store

Exhibit D
Recommended "Cash" Awardees

1. Paramita Sound

Grant: \$15,000

Owner: Andrey Douthard

Location: 1515 Broadway, Detroit, MI 48226, Downtown (District 6)

Description: Paramita Sound is a record shop and bar locating Downtown in the Siren Hotel next to Motor City Match cash awardee Social Grooming Club. The business has built a solid following in their previous location in the West Village and is currently popping up Downtown at Detroit is the New Black building their brand Downtown. The business is minority owned.

Total expected investment: \$61,000

2. Ochre Bakery

Grant: \$30,000

Owner: Daisuke Hughes

Location: 4884 Grand River, Unit 1a, Detroit, MI 48208, Woodbridge (District 6)

Description: Ochre Bakery is a bakery, café and coffee roaster. The owners currently operate a coffee shop, Astro Coffee in Corktown. This will be their second location, expanding their revenue model to include coffee roasting and distribution as well as opportunities for growth for their current employees. Ochre Bakery will be located across from the True North project on Grand River, in the same building as Motor City Match awardee Casting de Khrysopoeia. The business is minority, woman, and resident owned.

Total expected investment: \$450,000

3. The Millionairess

Grant: \$30,000

Owner: Arnita Parham

Location: 19434 Livernois, Detroit, MI 48221, Avenue of Fashion (District 2)

Description: The Millionairess is a fashion retailer with beauty salon services locating in the heart of the Avenue of Fashion. Owner Arnita Parham has years of retail experience and has already launched her fashion brand online. She is locating in a Motor City Match

building and was a previous Motor City Match Design awardee. The business is a minority, woman, and resident owned business.

Total expected investment: \$70,000

4. Hustlers Wife

Grant: \$30,000

Owners: Jamie Williams

Location: 15715 Warren Ave, Detroit, MI 48224, East English Village (District 4)

Description: Hustler's Wife is a women's retail clothing boutique locating on the East side of Detroit. The business owner owns her building and has been building her brand through social media sales. The business is a Motor City Match Business Plan and Design awardee. The business is woman and minority owned.

Total expected investment: \$95,000

5. Elite Detroit Leadership

Grant: \$40,000

Owners: Ryan Foster

Location: 11840 E McNichols, Detroit MI 48205, Osborn (District 4)

Description: Elite Detroit Leadership is a youth entrepreneurship training center and co-working space on the northeast side. Managed by a husband and wife team, the couple are Detroit natives and purchased the former Big Boy office building. The business is minority and woman owned.

Total expected investment: \$122,000

6. The Upperow

Grant: \$40,000

Owner: Anthony E Thompson II & LaToya M Thompson

Location: 5734 Woodward, Detroit MI 48202, Midtown (District 5)

Description: The Upperow is a Detroit Luxury Lifestyle Clothing Brand opening in the Midtown neighborhood next to Round 10 awardee Grit and Glamour, also a retail boutique. Owned by a husband and wife team, they have experience in business and event production, as well as connections to fashion designers both locally and abroad, and have launched their initial spring line on their website. Their product offering will complement

Grit and Glamour's activating a currently vacant storefront block, extending the retail activity a few blocks north from the Park Shelton's established retail spaces and filling a gap for mid-range priced men's and women's apparel offering in Detroit's retail market. The business is minority, women, and resident owned and was a previous Motor City Match awardee.

Total expected investment: \$233,000

7. Spot Lite

Grant: \$40,000

Owners: Roula David

Location: 2905 Beaufait Street Detroit, MI 48207, Villages (District 5)

Description: Spot Lite is a performance venue celebrating art culture in the Islandview Greater Villages neighborhood. The business will co-locate in a multi-tenant building with a contractor shop and established art printing business 1x Run. Owned and managed by two women entrepreneurs who have decades of experience in the arts, performance and bar management industries including organizing Detroit's Murals in the Market, launching and managing Red Bull House of Art as well as Inner State Gallery in Eastern Market, the business will create a destination to enjoy cocktails in an art gallery. Located in a burgeoning neighborhood with several other maker and arts spaces including round 7 awardee Coyote Hawk Design Center and round 11 awardee Brewery Faisan, the business provides the opportunity to serve as a hub unifying the creative entrepreneur movement in the area. The business will also provide a destination along the city's planned Joseph Campeau greenway attracting solid foot traffic and connecting residents, visitors and other users to the neighborhood. The business is minority, woman, and resident owned.

Total expected investment: \$250,000

8. Petty Cash Kitchen + Cocktail Bar

Grant: \$50,000

Owner: Ronald Bartell, Robert Turner, Kelly Pickett, Art Hicks

Location: 20050 Livernois Ave, Detroit, MI 48221, Avenue of Fashion (District 2)

Description: Petty Cash is an upscale restaurant and cocktail bar concept opening in the Livernois corridor targeting young professionals. The business will complement a number of other Motor City Match businesses including Mac Galleries, Shears and Shaving, D&D Cuisine, Narrow Way Café, Skin Bar VII and Loose Massage Therapy. There is also demonstrated demand for more food and beverage establishments along the corridor as supported by the retail market study DEGC recently had completed. The owners include a team of entrepreneurs with solid industry experience including launching the successful

Kuzzos Chicken and Waffles on Livernois, and have identified a well-known local management consultant team for their bar concept. The business is minority owned.

Total expected investment: \$502,500

9. Chene Street Grocers

Grant: \$50,000

Owner: Vanessa Cronan

Location: 5200 Chene Street, Detroit, MI 48211, Eastern Market (District 5)

Description: Chene Street Grocers is a grocery store, restaurant and commercial kitchen locating in the Chene Ferry neighborhood just north of Eastern Market across from Detroit's oldest live blue's bar, Raven's Lounge. The business will have multiple revenue streams but also connect residents and visitors passing through along the well-travelled bus route with access to fresh and healthy foods. The commercial kitchen will also be rented to other food entrepreneurs. Chene Street is a Motor City Match design awardee and a woman, resident owned business.

Total expected investment: \$173,500

10. Brewery Faisan

Grant: \$60,000

Owner: Rachel & Paul Szlaga

Location: 1087 Beaufait Street, Detroit, MI 48207, Villages (District 5)

Description: Brewery Faisan is a production oriented microbrewery and taproom locating in the Islandview Greater Villages neighborhood. Owned and operated by a husband and wife team, the couple has gained business management experience working at another local Detroit food establishment and has already begun making and testing their product at craft brewery contests around the state, winning several awards. The business is a previous Motor City Match space and design awardee and is women and resident owned.

Total expected investment: \$1,318,000

11. Dymond Designs Beauty School

Grant: \$65,000

Owners: Marlene Brooks

Location: 3300 E. Jefferson Suite 400, Detroit, MI 48207, East Riverfront (District 5)

Description: Dymond Designs is a cosmetology school providing certification and job placement to existing and aspiring beauticians. Owner Marlene Brooks has experience running an established salon in the same shopping plaza on East Riverfront and already has a waiting list demonstrating interest and demand for this type of school in Detroit. She has begun outreach to salons in Royal Oak and Birmingham and secured partnerships for job placement and plans to do specific outreach to Detroit salons to help existing workers get certified if they are not already. The business is a Motor City Match space and design awardee and is minority, woman and resident owned.

Total expected investment: \$300,000

12. Grandmont Rosedale Development Corporation

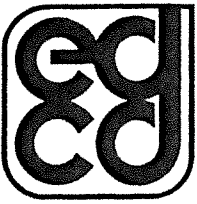
Grant: \$50,000

Owner: Grandmont Rosedale Development Corporation

Location: 19566 Grand River, Detroit MI 48223, Grandmont Rosedale (District 1)

Description: Grandmont Rosedale Development Corporation is a building awardee for property 19566 Grand River. The property has been a Motor City Match top property and will now be home to Motor City Match space and design awardee Brut Detroit, a neighborhood wine bar. Located along a priority retail commercial corridor as identified through the work of the city's planning efforts and DEGC's retail market study, there is also demonstrated unmet demand for additional food and beverage establishments in the neighborhood. The funds will help GRDC with the cost of white-boxing the space for a Motor City Match tenant as well as cover some of the cost for a commercial kitchen which will alleviate some of the burden for the business.

Total expected investment: \$150,000



MOTOR CITY MATCH RECOMMENDATION FOR ROUND 11 BUILDING AWARDS

WHEREAS, EDC staff has completed extensive due diligence and evaluation for applications ("Applications) for the tenth round ("Round 11") of the Motor City Match Building Application Track; and

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

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

NOW, THEREFORE BE IT RESOLVED, that the EDC Board of Directors accepts the current results of the Round 11 Building Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors accepts the current results of the Round 11 Building Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit B.

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

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

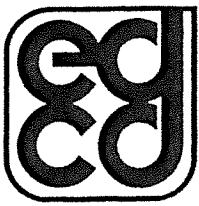
April 24, 2018

Exhibit A
Motor City Match: Round 11
Recommended "Space" Awardees – Top Property Designation
April 24, 2018

Property Street Address	Type of Building	Available Square Footage	Multi-Tenant Building	Condition Category
10090 W Chicago	Commercial	16691	No	Poor
11475 East Outer Drive	Other	15000	Yes	Great
11720 Brush	Commercial	1000	Yes	Fair
12600 E McNichols	Commercial	983	No	Good
13401 Fenkell	Commercial	6600	Yes	Poor
19031 Livernois	Other	32683	Yes	Poor
19467 Livernois	Commercial	3200	No	Good
2785 S Fort	Commercial	2300	Yes	Fair
2914 East Grand Boulevard	Other	2595	Yes	Fair
8523-8529 W Vernor Hwy	Other	2254	Yes	Good
8535 W Vernor Hwy	Other	2850	No	Good
8631 W Vernor Hwy	Commercial	4792	Yes	Poor
8646 Kercheval	Commercial	8500	Yes	Poor
9101 Grand River	Commercial	7000	No	Good
9201 E Jefferson	Commercial	4000	Yes	Fair

Exhibit B
Motor City Match: Round 11
Recommended "Design" Awardees
April 24, 2018

Business Name	Description	Property Address	Disposition
3D Sports Academy	Physical Health Educational Sports Center	8500 E 8 Mile	tenant
Brut Detroit	Wine Bar & Catering	19566 Grand River	tenant
Cutters Bar & Grill	Bar & Grill	17131 E Warren	tenant
DA'JA Entertainment Musician Insitute	Music school, with performances	11019 W Grand River	tenant
NOIS (Neighborhood Office and Incubator Space)	Coworking Space with Retail Store and Coffee Shop	3439 Livernois	tenant
Uptown Hospitality Group LLC/DBA Uptown Toast WineBar + Detroit House of Comedy	Winebar with Kitchen + Comedy Club	19400/19410 Livernois	tenant
Us Food Market	Full Service Grocery Store	7811 Gratiot	tenant



I-94 INDUSTRIAL PARK – LEASE TO L.I.J.B.S ENTERPRISES INC.

WHEREAS, L.I.J.B.S. Enterprises, LLC ("LIJBS") has an existing automotive repair, sales, towing and container rental operation near the project area at 6380 Marcus, as shown on Exhibit A hereto; and

WHEREAS, the EDC owns the land that LIJBS proposes to lease as shown in Exhibit A (the "EDC Land"); and

WHEREAS, LIJBS will use the 5.98 acres to store and operate its mobile container business shown in Exhibit B.

WHEREAS, representatives from the EDC and LIJBS have negotiated the terms of a Lease Agreement, the primary terms of which are set forth in a Term Sheet attached hereto as Exhibit C, pursuant to which, among other things, (i) the EDC will lease the EDC Land to LIJBS, (ii) LIJBS will accept the land on an as-is, where-is basis; (iii) LIJBS will maintain the minimum setback of 10 feet from the right-of-way at Mt.Elliott, Huber and Marcus Streets.

NOW, THEREFORE, BE IT RESOLVED that the Board of Directors of the EDC hereby authorizes the execution of a Lease Agreement, upon the terms and conditions set forth in herein, together with such terms and conditions deemed reasonable by EDC's counsel and Authorized Agents.

BE IT FURTHER RESOLVED that the EDC Board of Directors hereby authorizes any two of the Officers or any two of the designated Authorized Agents or any combination thereof to execute any and all documents and take any and all actions 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 of the EDC 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.

April 24, 2018

Motor City Match

Round 11 Cash Awardees

 All items

