



APPROVAL OF MINUTES OF JULY 20, 2016 MEETING

RESOLVED, that the minutes of the Special meeting of July 20, 2016 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

August 23, 2016

**ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS SPECIAL MEETING
WEDNESDAY, JULY 20, 2016 – 8:30 A.M.**

BOARD MEMBERS PRESENT: Monique Claiborne
Kimberly Clayson
Linda Forte
Christopher Jackson
Thomas Stallworth

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

**SPECIAL DIRECTORS
PRESENT:** None

**SPECIAL DIRECTORS
ABSENT:** None

OTHERS PRESENT: Anthony Askew (DEGC/EDC)
Michael Forsyth (DEGC/EDC)
John Gallagher (Free Press)
Gay Hilger (DEGC/EDC)
Malinda Jensen (DEGC/EDC)
Jennifer Kanalos (DEGC/EDC)
John Lauve (Public)
Jacob Lyday (Free Press)
Ngozi Nwaesei (Lewis & Munday)



Economic Development Corporation of the City of Detroit

**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS SPECIAL MEETING
WEDNESDAY, JULY 20, 2016
DETROIT ECONOMIC GROWTH CORPORATION
500 GRISWOLD, SUITE 2200 - 8:30 A.M.**

CALL TO ORDER

Chairman Forte called the Special meeting of the Economic Development Corporation Board of Directors to order at 8:43 a.m. Ms. Forte asked that Mr. Forsyth begin his presentation, expecting that Mr. Jackson would arrive shortly and we would have a quorum.

PROJECTS

Motor City Match Recommendation For Round 4 Business Awards

Mr. Forsyth thanked the Board for the tremendous support and leadership it has given to the program to date. Round 4 awards are being presented today so it has been a year since inception of the program. Cities around the nation are paying attention to what we are doing in Detroit with this program and they view it as a best practice, but they do that because of the results we are producing. We have come up with some really innovative ways to put block grand dollars to work in a way that we weren't doing in the city. These are monies aimed at supporting low to moderate income communities and supporting entrepreneurship. It is not very easy to use that way but we have figured out ways to do it. We have leveraged a lot of foundation and corporation investment to make it possible.

Mr. Forsyth introduced Anthony Askew, Program Coordinator for Motor City Match, who has been doing much of the work on the program and informed that he would be doing today's and future presentations on this program.

Mr. Askew gave a brief PowerPoint presentation with a rundown of the results that have been achieved to date on the Motor City Match Program and responded to Board member questions. Subsequent to the informative presentation, he stated that he would present the Round 4 Business Awards.

Mr. Askew informed that on March 1, 2015, the EDC's Motor City Match program began accepting applications for Round 4 of the Business Owner Application Track. The Business Owner Application Track is for businesses from Detroit and around the world that are looking to start or expand in Detroit. The table below describes the levels of award and qualifications.

		Awards	Awardees must:
TECHNICAL ASSISTANCE	BUSINESS PLAN	<ul style="list-style-type: none"> Up to 50 winners Free business planning class 	<ul style="list-style-type: none"> A great idea
	SPACE	<ul style="list-style-type: none"> Up to 25 winners each round Match making with top real estate Financial planning assistance 	<ul style="list-style-type: none"> A great idea A great business plan
	DESIGN	<ul style="list-style-type: none"> Up to 7 winners each round Design/build assistance Priority permitting Financial planning assistance 	<ul style="list-style-type: none"> A great idea A great business plan Space secured
FINANCIAL ASSISTANCE	CASH	<ul style="list-style-type: none"> Up to 10 winners each round Up to \$100,000 matching grant per winner Grants match your cash dollar-for-dollar. \$500,000 in grants per round for building and business owners Pitch to lending partners for financing 	<ul style="list-style-type: none"> A great idea A great business plan Space secured A plan for build-out Funds ready to investment

When applications closed on April 1, the EDC had received over 400 business applications ("Application"). Motor City Match had previously received over 900 applications for Round 1, 2 and 3 business applications.

The focus here is on the selection and recommendation of awardees for:

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

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

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

Second, staff sorted applications into various award tracks and reviewed eligible business applications to determine finalists. A simple thumbs up/thumbs down voting technique was used to narrow the list of eligible applicants to finalists. Finalist applicants were identified as follows:

- “Business Plan” applicants have great business ideas but haven’t formulated a business plans yet or need help strengthening their business plans before pursuing space. In total, eighty (80) 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. In total, forty-eight (48) Space finalists 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, fourteen (14) Design finalists were selected.
- “Cash” applicants have a location secured, a plan for build-out and strong of understanding of the money needed to start their business and complete renovations at the space. In total, forty (40) Match Your Cash finalists were selected.

Third, a team of outside jurors evaluated finalist applications based on five criteria. “Business Plan” finalists were reviewed by a team of business planning service providers, “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. Each application was scored on a scale of 1-100. Each of the five criteria is worth 20 points to contribute to the 100-point score. Selection criteria are as follows:

1. Vision and plan;
2. Experience
3. Market support

4. Community support
5. Leverage

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

“Cash” finalists submitted comprehensive financial information, including a standard loan application and personal financial statement. Motor City Match staff compiled this supplemental information to determine the financial need, equity investment and “financial gap” for each business. Next, Motor City Match staff met with a team of six local Community Development Financial Institution (CDFI) lending partners on June 15, 2016 to determine grant and loan investment required to fill the “financial gap” on each project. CDFI partners include Invest Detroit, Detroit Development Fund, Capital Impact Partners, LISC, Michigan Women’s Foundation and Detroit Micro-Enterprise Fund. CDFI partners made commitments to explore lending the balance of the financial gap based on recommended grant investment from Motor City Match. Motor City Match staff used lender interest, participant scores, supplemental information and readiness to accept additional investment to determine “Cash” awardees and associated grant investment.

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

On August 11, 2015 the EDC Board of Directors established a Motor City Match Selection Committee (the “Committee”), consisting of 3 EDC Board members: Bill Ritsema, Chris Jackson, and Jonathan Quarles to streamline the selection of technical assistance awardees. The EDC Board of Directors delegated approval authority to the Committee for all Motor City Match awardees for technical assistance in the Building and Business Tracks, which would include all recipients of “Business Plan,” “Space,” and “Design” awards. Technical assistance awards are provided directly by the EDC through its staff, consultants, or contractors. No direct financial assistance is provided.

On August 11, 2015, EDC Board of Directors also delegated the authority to recommend awardees for financial assistance in the “Cash” category to the Committee, with final approval of grant awards and terms of grant agreements for any recipients of financial assistance in the “Cash” award track to be retained by the EDC Board of Directors.

On June 30, 2016 the Motor City Match Committee of the Economic Development Corporation of the City of Detroit approved EDC staff recommendations for the following technical assistance awardees for Round 4 of the Motor City Match Business Owner application track

- **Business Plan.** Fifty (50) awardees will receive business planning assistance as described in **Exhibit A** (attached). EDC staff anticipates contracting with independent business planning service providers to deliver business planning training. EDC anticipates that Build Institute and LifeLine will provide business planning training for up to 50 Round 3 Motor City Match “Business Plan” awardees.
- **Space.** Twenty Six (26) awardees will receive site selection assistance as described in **Exhibit B** (attached). 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.

- **Design.** Seven (7) awardees will receive design assistance as described in **Exhibit C** (attached). EDC staff will hire contractual professional architecture and engineering providers to deliver design-build assistance to “Design” awardees.
- **Cash.** The Motor City Match Committee of the EDC recommends a total of Eleven (11) “Cash” awardees to receive a total of \$500,000 in grant investment, as described in **Exhibit D** (attached). The EDC will enter into grant agreements with Round 4 Motor City Match “Cash” awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

A resolution approving the Committee’s recommendation of “Cash” awardees was included in the Board material for its approval.

Ms. Forte requested that the Board come back to this item for action once a quorum is established and asked to move on to the next presentation.

Motor City Match Round 4 Building Awards (For Information Only)

Mr. Askew reported on the Round 4 “Space” (previously “Get Ready and “Make a Match” awards) and Design (“Make a Plan”) Building Owner technical assistance awards. Round 4 Building Awards were approved by the Motor City Match Selection Committee (the “Committee”) on June 30, 2016. The EDC Board of Directors previously established the Committee to streamline the selection of technical assistance awardees in the Building and Business Tracks.

On March 1, 2016, the EDC’s Motor City Match program began accepting applications from interested building owners for Round 4 of the Building Application Track (“Round 4”). 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

When applications closed on April 1, 2016, the EDC had received 121 applications (“Application”) for spaces all across the city of Detroit. An Application refers only to a single tenantable space within a property. One property may have submitted multiple Applications and the properties may have previously matched but have lease-able space.

In addition to considering Round 4 applications, Staff also considered 2 applications in the following cases:

- Previously ineligible Round 1 Building Owner and Round 3 Building Owner applicants that took steps to become current and compliant for Round 4 (two applications)
- One “Get Ready” Building Owner awardee to be considered for Round 4 “Space” awards “top property” designation. In some of these cases, building owners made improvements to improve their score.

Staff completed the following due diligence and evaluation process:

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

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

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

The selection process is described in greater detail in Section 6 of the Motor City Match Building Owner Guidelines attached hereto as Exhibit A (the "Building Owner Guidelines").

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

- Of the one hundred twenty-four (124) applications considered for Round 4, forty-nine (49) applications were deemed ineligible because of condition or compliance. In total, seventy-five (75) eligible Building Applications were considered for Round 4 awards.
- Of the seventy-five (75) eligible Building Applications being considered for Round 4 awards, four (4) had previously been awarded "Get Ready" but did not improve their score sufficiently for a Space award. Forty-six (46) building applications indicated they had space available for lease. These building owners are recommended to receive "Space" awards to assist with marketing their property and recruiting tenants.

The remaining eligible applicants 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. Additional information was requested from these applicants to determine awards.

- Based on eligible applications and review of scores, EDC staff recommended the following Round 4 Building Owner Awards:
 - **Space awards.** Twenty-five (25) 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.

An additional twenty-one (21) eligible properties are recommended to receive Space awards as presented in Exhibit A, which includes inclusion on the Motor City Match map.

In total, forty-eight properties (46) are recommended to receive Space awards.

- **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. The Motor City Match Committee of the Economic Development Corporation is recommended to approve these seven awards to businesses¹.

On August 11, 2015 the EDC Board of Directors established a Motor City Match Selection Committee (the “Committee”), consisting of 3 EDC Board members: Bill Ritsema, Chris Jackson, and Jonathan Quarles to streamline the selection of technical assistance awardees. The EDC Board of Directors delegated approval authority to the Committee for all Motor City Match awardees for technical assistance in the Building and Business Tracks². Technical assistance awards are provided directly by the EDC through its staff, consultants, or contractors. No direct financial assistance is provided.

On June 30, 2016 the Motor City Match Selection Committee accepted the current results of the Round 4 Building Application evaluation process, approving the Applications that have been awarded “Space” and “Design” awards as shown in Exhibit A and B.

Mr. Forsyth noted for the Board’s information that this week the City Council approved the FY 2016-17 allotment of \$3 million of Community Development Block Grants to support the MCM program for the next year.

This report was for the Board’s information and no action was taken.

Ms. Forte commended staff for all of their hard work to date on the Motor City Match Program.

¹ The “Design” award provides construction drawings for building improvements needed to accommodate the business (whether that business owns or leases the property). Therefore, this award is issued to the business. In the event that the landlord is contributing to tenant improvements, building owners may also benefit from “Design” award architectural services, therefore they are listed here for EDC Motor City Match Committee consideration.

Ms. Forte noted that a quorum was now present and action could now be taken on the resolution which was presented earlier approving the recommendations for the Round 4 Business awards, and asked for a motion.

On a motion by Ms. Clayson, seconded by Mr. Stallworth, Resolution Code EDC 16-07-91-28 was unanimously approved.

GENERAL

Approval of Minutes

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the June 30, 2016 Special Board meeting. Hearing none, the Board took the following action:

On a motion by Mr. Stallworth, seconded by Mr. Jackson, Resolution Code EDC 16-07-02-272 was unanimously approved.

ADMINISTRATION

OTHER MATTERS

PUBLIC COMMENT

Ms. Forte called for public comment and stated that two minutes would be given.

Mr. John Lauve of Holly, Michigan stated:

I just wanted to review with you people a little bit about what's involved here with the Ilitch property (referring to a map). This is a building that they gave a million dollars to put it in this condition, and the problem is, that's how it stands after 2009. So the Ilitch contribution to fixing this town is a lot of show, because there is only one interest that he has--the hockey rink. And here is the latest addition. They put these things through so there really is not much discussion. This is Wayne State University's idea to have the Ilitch School of Business put in place. The location of this is right next to the garbage docks at the hockey rink. That is a good location so that you can have a school right next to the hockey rink. The city is contributing \$39 million to have it renamed after himself. Thirty-five million is going to go for the building, nothing to help students, it is for the building a mile from the campus. They can ride the trolley from their classes to go down to take a class. The total cost of this thing is \$50 million. So who has to pay the extra money? The kids—no problem. The point is, this is where the money is going that should have been used for the projects you talked about here. And I just wanted to bring this to your attention, because it really isn't presented much in the news. And the Board of Governors, when they voted on this, they had a special meeting with no notice in effect, and the vote—there was one lady who voted no."

Mr. Forte advised Mr. Lauve that his time was up and thanked him for his comments.

ADJOURNMENT

With there being no other business to come before the Board, Ms. Forte adjourned the Special meeting at 9:20 a.m.

Exhibit A
Recommended "Business Plan" Awardees

1. Afterschool Kidz Zone	Before & Afterschool Program
2. Motor City Snack Shoppe LLC.	Confectionery Shoppe
3. Lil Dumplings	Early Arts Education Program
4. Just Drain LLC	Waste and sewer line specialist
5. Eats by Jay	Food service/catering
6. Enchanted Angels, LLC	Supporting, educating mothers and infants
7. Detroit Pickle Factory, LLC	Delicious affordable organically sourced pickles
8. Urban Techno 3d	Makerspace and techno-gallery
9. Safari Meats Inc.	Organic Meat Processing
10. Educational Intelligence, L.L.C	Tutoring & Standardized Test Prep Business
11. Davis & Associates LLC	Retail
12. The Torrent Group	Modular Home Manufacture
13. Design Hair Studio LLC	Full Service Hair Salon
14. Steven Goossen Photography	Fine Art Photographer
15. Farm to Pharmacy	Pharmacy focused on food/fitness education
16. A Mother's Love Child Care 11	Infant and child care facility
17. SmartPantry	Michigan Grown Produce Boutique Markets
18. Catering by Paul Hohendorf	Catering services, repass/funeral luncheons
19. Reflection Shoe Shine	Shoe Shine
20. CHIP	Children Fitness Center
21. Detroit Uniform Company	A uniform Company
22. Dreamline Custom Wigs	Dreamline is a custom store and salon.
23. Hands of Praise Typing Service	Administrative Services
24. United Sound Systems Recording Studios	Recording Studio
25. ennelle	Leather jewelry, handbags and homegoods
26. Mach Hockey	Advanced Customized Sporting Equipment
27. Cafe Haven	Food cafe that includes arts.
28. SEGWAE LLC	Recreation and Education
29. Lil Einstein's Academy	Daycare
30. 1a.m. Lyrical Cafe	Independent specialty coffee retailer
31. Karbro Industries	Green Construction
32. N/A	Community Activist Networking Hub
33. Rose Environment	Asbestos and lead removal company
34. Zen Pen	Gym For Mind body soul
35. Pace Setters Boutique	Woman Apparel, handbags, and Jewelry
36. BINefit	Valet Storage With Philanthropic Twist
37. Big Boy Food & Entertainment Inc.	Mobile Food Service
38. Bridget's Morning Beats	Early morning parties
39. Drake & Associates	Executive Celebrity & Personal Protection
40. Flo Gabriella School of Cosmetology	School for Hair
41. Hustlers Wife	Fashion, self-esteem/confidence consultant
42. Exothermic Craft Works	Lifestyle retail store
43. Poppy's Prep Kitchen	A simple restaurant dietetic fitness facility.
44. ALL THAT & MAC	'GOURMET MACARONI & CHEESE' company
45. BELLA GISELLE	Dog grooming salon
46. Mommy's House Childcare & Respite Center	Childcare & Respite Center

47. A Mother's Prayer	Motivational Speaker
48. Zirker limousine service Inc	limousine and transportation company
49. At The Table	Faith, family, fun and food
50. La Cabana	Latin Restaurant

Exhibit B
Recommended "Space" Awardees

1. Shakespeare in Detroit	A cultural and educational business
2. Sure Shot Logistics, LLC	Freight brokerage / Third party logistics
3. Painexx Corporation	Pharmaceuticals: Makers of topical analgesics
4. Detroit Ento	Insect production, prototyping and processing farm
5. Margaux & Max	Previously loved women's clothing boutique
6. Brownies Muffler	"Brownies" is an automotive shop.
7. Singleton Cleaners	Dry cleaning, Laundry, Alteration Service
8. SpaceLab, LLC	Co-working space for building industry
9. Thumbprint Artifacts	Distribution and fulfillment center
10. First Step Children and Family Center, L3C	Childcare, Early Education and Support Center
11. Cabresto Imports Corporation	Importer of award winning spirits
12. Mutual Adoration	Furniture and Housewares Makers
13. Natural Red	Natural Personal Care Products
14. Nirmal for Disruptive Eating	War on Obesity with Food
15. Artsy Fart LLC	Creative brand focused on youth education
16. David Abraham Clothiers	Designer of Custom Clothing
17. Xclusive Hair Capitol LLC.	Wholesale company of hair products
18. Love Travels Imports	Fair Trade Lifestyle Brand
19. Detroit Mini Donut LLC	Mobile specialty food vendor
20. Motor City Heat Elite Cheer and Dance Company	We're an all-star cheer and dance competition team
21. Anointed Workers Construction LLC	Construction
22. Motor City Meatball, LLC	Scratch kitchen fast casual
23. Bird Bee	Women's clothing & accessory boutique
24. Matten Landscaping Lawn and Snow	Landscaping, Lawn Maintenance, Snow Removal
25. Andrews Angels Academy Preschool Center	Preschool/ Daycare Center
26. University Lacrosse, LLC dba ULAX	Sports administration, expanding lacrosse leagues nationwide

Exhibit C
Recommended "Design" Awardees

1. One Stop Property Maintenance LLC	Commercial facility maintenance
2. Rose's Fine Food	A Restaurant emphasizing quality EVERYTHING.
3. Eden Urban Farms, LLC	Indoor hydroponic vertical system farm
4. Reilly Craft Creamery	ice cream/cheese maker/seller
5. COYOTE HAWK DESIGN CENTER	Creative co-working, prototyping & event space
6. Cafe Ricardo's	Food, spirits and entertainment
7. Detroit Artists' Test Lab	An Incubator for artistic entrepreneurs.

Exhibit D
Recommended “Cash” Awardees

1. Flow Inc, dba Twisted Roots L.L.C. Recommended grant investment of \$75,000

Twisted Roots is a start-up beauty supply store venture located in the Eastern Market area at 2315 Orleans. The store will retail products that address hair care, nail maintenance, skin/body care and offer unique accessories and apparel basics. Twisted Roots will also offer youth workshops that promote healthy hair, skin and body care. Flow Inc, is the property owner and is developing multiple spaces in the building for other tenants to provide for a transformative and inclusive mixed-use project.

Total investment for this project is \$568,000. The owners have invested approximately \$336,000 in equity, leaving a gap of \$232,000. A recommended grant of \$75,000 will be used for interior and exterior renovations, masonry repairs, equipment purchase and fixtures. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of approximately \$156,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

2. Block Party LLC. Recommended grant investment of \$70,000

Block Party is a property owner developing a space at 16647 Livernois & 16651 Livernois. When completed, the property will host multiple tenants in a open-concept design. There are two restaurants being developed in the space: Social Sushi, a sustainable sushi lounge, and Michi House, a Japanese ramen and small plates restaurant and bar. In addition to the restaurants, the space will also host a welcome center for Live 6 Alliance, the newly formed Community Development Corporation charged with leading revitalization efforts of the surrounding area.

Total investment for this project is approximately \$364,000. The business has invested approximately \$186,000 in the project, leaving a gap of \$178,000. A recommended grant of \$70,000 will be used for building renovations, mechanicals and kitchen equipment. The building owner will pursue financing in partnership with Motor City Match lending partners in the amount of \$108,000 as well as other grant programs. The grant award is contingent upon securing the remaining necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

3. Detroit Vegan Soul. Recommended grant investment of \$60,000

Detroit Vegan Soul is a vegan soul food restaurant located in West Village. This grant award is helping fund the opening of a second restaurant 19614 Grand River Avenue. The owners seek to help people live healthier lives by providing great-tasting, high-quality, nutritious vegan food while supporting a sustainable earth. The owners also aspire to change the landscape of food in Detroit and make healthy food accessible to all Detroiters.

Total investment for this project is approximately \$175,000. The business has invested approximately \$78,000, leaving a gap of about \$97,000. A recommended grant of \$60,000 will be used for renovation, purchase of supplies, equipment purchase and installation, interior lighting, design and external signage. The business is currently pursuing financing in partnership with Motor City Match lending partners for an additional \$37,000. The grant award is contingent upon securing the remaining necessary financing for the project and completion of all due diligence requirements necessary for building and business compliance.

4. Demitart Gormet, LLC, dba Norma G's. Recommended grant investment of \$60,000

Norma G's is a restaurant offering fine authentic Caribbean cuisine. The business is currently operating as a food truck and this will be its first bricks and mortar location. The restaurant will offer a fine dining experience as well as offer the culture and atmosphere of the Caribbean culture. The owner has built a substantial following from his time operating the food truck, and he plans to build upon that success at its new location in Jefferson Chalmers, 14628 E. Jefferson Ave, the former Jefferson East Inc (JEI) headquarters.

Total investment for this project is \$320,000. The owners will raise approximately \$30,000 in equity and are currently seeking financing from multiple lenders. In addition, JEI is contributing an additional \$130,000 in grant funding for façade improvements and exterior renovations. A recommended grant of \$60,000 will be used for machinery, equipment, furniture, fixtures and inventory. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of \$230,000. The grant award is contingent upon securing the necessary funding for the project and completion of all due diligence requirements necessary for building and business compliance.

5. Live Cycle Delight. Recommended grant investment of \$50,000

Live Cycle Delight will be the first contemporary cycle studio in Detroit. By creating an environment that makes working out fun, the business taps into the key to enabling customers to enjoy healthy fitness activities by keeping them motivated. LCD's focus is dedicated to transforming the mind, body and spirit through fitness classes, community outreach, bike safety awareness initiatives and social cycling events throughout Detroit.

Total investment for this project is \$215,000, The business has invested approximately \$62,500, leaving a gap of \$152,500. A recommended grant of \$50,000 will be used for securing the space, contributing to build-out, elevator, equipment and working capital. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of \$102,500. The grant award is contingent upon securing the remaining necessary financing for the project and completion of all due diligence requirements necessary for building and business compliance.

6. Amaze-Enjoyment, LLC. Recommended grant investment of \$50,000

Amaze-Enjoyment (AEJ) is an early childhood community center located at 20067 John R Street. AEJ will locate inside of a church and will service 57 children ages 0-4. In addition to early childhood services, the business will offer community enrichments services and space for other related businesses to sublease within the property.

Total investment for this project is \$162,000. The business has secured a loan from Detroit Development Fund and has raised \$109,000 to date, leaving a gap of 53,000. A recommended grant of \$50,000 will be used for building renovations, including interior design build-out, an outdoor play-scape and a recreational equipment.

7. Guadalajara #2 Inc. Recommended grant investment of \$50,000

Guadalajara #2, located at 1630 Lawndale. It is a butcher shop in Southwest Detroit that specialize in Mexican-cut steaks and is known for its original family recipe used to season and make chorizo. This is an expansion for the business. It was previously located in a small space at a convenience store and is now expanding into a full-service operation.

Total investment for this project is \$363,000. The business has raised approximately \$310,000 for the project including a \$150,000 loan from the Detroit Development Fund which leaves a gap of \$53,000. A recommended grant of \$50,000 will be used for exterior building improvements, equipment, and inventory.

8. Lil Brilliant Mindz, LLC. Recommended grant investment of \$30,000

Lil Brilliant Mindz is a day care and Head Start facility located at 11457 Shoemaker, that provides care and education for pre-school aged children and infants. The business currently occupies about 4500 square feet and is securing additional space of 7500 square feet next door to meet a growing demand for additional services. The larger vision for the business is to become a full service Head Start Center, open an onsite WIC program, and a GED testing center for clients.

Total investment for this project is \$82,000. The business has invested approximately \$13,000 in the project, leaving a gap of \$69,000. A recommended grant of \$30,000 will be used for building renovations, including building mechanicals and constructing classrooms. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of \$39,000. The grant award is contingent upon securing the remaining necessary financing for the project and completion of all due diligence requirements necessary for building and business compliance.

9. Beau Bien Fine Foods. Recommended grant investment of \$20,000

Beau Bien Fine Foods is a commercial production kitchen in Eastern Market, located at 2478 Riopelle. The business has been operating for five years and has its product in over 150 stores in Michigan. With this location, the business will be expanding its commercial kitchen and opening a retail storefront and tasting room.

Total investment for this project is \$169,000. The business has invested approximately \$98,000, leaving a gap of \$71,000. A recommended grant of \$20,000 will be used for retail build-out, new roof and masonry work. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of \$51,000. The grant award is contingent upon securing the remaining necessary financing for the project and completion of all due diligence requirements necessary for building and business compliance.

10. Meta Physica Wellness Center. Recommended grant investment of \$20,000

Meta Physica Wellness Center offers a relaxing environment for patrons with therapeutic massages, infrared saunas and raw juices. It seeks to dispel the myth that self care is a luxury by providing affordable, holistic, preventative health care to everyone. The business will locate at 1707 Trumbull in Corktown.

Total investment for this project is \$112,000. The business has invested approximately \$50,000 into the project, leaving a gap of \$62,000. A recommended grant of \$20,000 will be used for buildout including finishes, plumbing electrical, drywall and labor. The business is pursuing financing in partnership with Motor City Match lending partners in the amount of \$42,000. The grant award is contingent upon securing the remaining necessary financing for the project and completion of all due diligence requirements necessary for building and business compliance.

11. Third Wave Music. Recommended grant investment of \$15,000

Third Wave Music is a full service musical instrument store serving student, professional, beginner and experimental musicians in Detroit. It will offer private lessons, a free monthly neighborhood class series, instrument repairs, new accessories and consignment. The business is located at 4625 2nd Avenue on the first level of the Forest Arms Apartments.

Total investment for this project is \$60,000. The business has invested approximately \$45,000, leaving a financial gap of \$15,000. A recommended grant of \$15,000 will be used for interior buildout and inventory.

Exhibit A
Motor City Match: Round Four
“Space” Awardees – Top Property Designation

Property Street Address	Type of Building	Available Square Footage	Multi-tenant Building?	Condition Category
10400 Stoepel, parcel address 10576	Commercial	10000	Yes	Good
114 W. Adams	Commercial	2360	Yes	Fair
12194 Cloverdale; 7777 Cortland	Industrial	13000	No	Good
1450 McKinstry	Office	6000	Yes	Good
14542 E. Jefferson, parcel address	Commercial	2000	No	Good
14600 Mack	Co-working	6000	Yes	Great
14711 Mack	Commercial	6000	Yes	Great
16809-11 W Warren	Other	992	Yes	Great
17129 Rockdale	Commercial	4700	No	Great
17209 Mack, parcel address 17201	Commercial	850	Yes	Great
17800 Woodward Ave	Commercial	3500	Yes	Great
18985 Livernois	Commercial	1500	No	Good
19126 Joy Rd	Commercial	3000	No	Good
2039-2053 Springwells	Commercial	2700	Yes	Great
2315 Orleans	Commercial	4000	Yes	Good
2328 East Seven Mile	Office	8000	Yes	Good
3075 W. Grand Blvd, service address	Commercial	3200	Yes	Good
3301 Junction Street	Commercial	4000	Yes	Good
3626 W. Jefferson A/K/A 80 W. Grand	Industrial	10500	No	Great
3980 Second aka 499 w. alexandrine	Other	640	Yes	Great
650 W. Baltimore	Commercial	4000	Yes	Fair
7411 Evergreen	Commercial	1710	Yes	Great
7640 Kercheval Ave	Warehouse	16000	Yes	Good
7930 Mack Avenue	Warehouse	15000	Yes	Good
8016 Kercheval	Other	1500	Yes	Fair

**Exhibit A Continued
Motor City Match: Round Four
“Space” Awardees**

Property Street Address	Type of Building	Available Square Footage	Multi-tenant Building?	Condition Category
12444 Morang	Commercial	1000	Yes	Good
13144 W McNichols, parcel addr 13140	Commercial	1000	Yes	Good
13146 W. McNichols, parcel addr 13140	Commercial	1000	Yes	Good
13148 W. McNichols, parcel addr 13140	Commercial	1000	Yes	Good
14500 Kercheval	Commercial	12000	Yes	Good
15280 E. Seven Mile, parcel addr 15300	Commercial	1860	Yes	Fair
15711 Warren Ave	Commercial	860	Yes	Fair
15888 Wyoming	Commercial	5200	Yes	Fair
16316 Plymouth	Commercial	2200	No	Fair
17233 Mack	Commercial	6500	Yes	Good
18633 Joy Road	Commercial	1325	Yes	Fair
19304 Grand River	Commercial	1100	No	Great
2024 Springwells Street	Commercial	2500	Yes	Fair
20426-36 W. Seven Mile	Commercial	1484	Yes	Fair
23697 W Seven Mile	Office	1000	Yes	Good
23699 W. Seven Mile	Commercial	1011	Yes	Fair
40 Selden	Commercial	5130	No	Good
4141-65 Cass Ave parcel addr 4145 Cass	Other	3800	Yes	Good
5063 Trumbull	Commercial	7000	Yes	Fair
600 Gladstone, from Round 3	Commercial	10000	Yes	Fair
7001 Lyndon	Warehouse	7750	Yes	Fair

Exhibit B
Motor City Match: Round Four
“Design” Awardees

Business Name	Property Address	Disposition
One Stop Property Maintenance LLC	10331 Hamilton & 10337 Hamilton	owner occupied
Detroit Artists' Test Lab	14600 Mack Ave	owner occupied
Reilly Craft Creamery	16451 East Warren	lease
Cafe Ricardo's	29 E Baltimore	lease
Coyote Hawk Design Center	3106 Bellevue	owner occupied
Rose's Fine Food	6568 Woodward	lease



APPROVAL OF MINUTES OF JUNE 30, 2016 MEETING

RESOLVED, that the minutes of the Special meeting of June 30, 2016 are hereby approved and all actions taken by the Directors present at such meeting, as set forth in such minutes, are hereby in all respects ratified and approved as actions of the Economic Development Corporation.

July 20, 2016



SMALL BUSINESS AND COMMERCIAL CORRIDOR REVITALIZATION PROGRAM:
MOTOR CITY MATCH: ROUND 4 BUSINESS AWARDS

WHEREAS, EDC staff has completed due diligence and evaluation for applications ("Applications") in the fourth round ("Round 4") of the Motor City Match Business Application Track; and

WHEREAS, on August 11, 2015, the EDC Board of Directors adopted a resolution establishing a Motor City Match Committee (the "Committee") and delegating authority to such Committee for the approval of all technical assistance awards and recommendation of grantees to the EDC Board of Directors in the Building and Business Tracks of the Motor City Match Program; and

WHEREAS, on June 30, 2016, the Committee, through the delegation of authority approved by the EDC Board of Directors, approved the EDC Staff ("Staff") recommendations for business applicants to receive technical assistance in the "Business Plan" award track attached hereto as Exhibit A.; and

WHEREAS, on June 30, 2016, the Committee, through the delegation of authority approved by the EDC Board of Directors, approved the Staff recommendations for business applicants to receive technical assistance in the "Space" award track attached hereto as Exhibit B; and

WHEREAS, on June 30, 2016, the Committee, through the delegation of authority approved by the EDC Board of Directors, approved the Staff recommendations for business applicants to receive technical assistance in the "Design" award track attached hereto as Exhibit C; and

WHEREAS, on June 30, 2016, the Committee, through the delegation of authority approved by the EDC Board of Directors, approved a recommendation to the EDC Board of Directors of the approval of the "Cash" grant awards that were recommended by Staff, attached hereto as Exhibit D.

WHEREAS, the Committee 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 hereby approves of the "Cash" grant awards attached hereto as Exhibit D.

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.

July 20, 2016