



**ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS SPECIAL MEETING
TUESDAY, MAY 2, 2024 – 9:00 A.M.**

BOARD MEMBERS PRESENT:

Kwaku Osei
Damon Hodge
Linda Forte
Kimberly Clayson
Chris Jackson

BOARD MEMBERS ABSENT:

Clifford Brown
Thomas Stallworth
Marsha Bruhn
Antoine Bryant (Ex-Officio)
John Naglick (Ex-Officio)

**SPECIAL DIRECTORS
PRESENT:**

None.

**SPECIAL DIRECTORS
ABSENT:**

Jon Newton (Waterfront East Development)
Frank Taylor (Waterfront East Development)

OTHERS PRESENT:

Jennifer Kanalos (DEGC/EDC)
Sierra Spencer (DEGC/EDC)
Brian Vosburg (DEGC/EDC)
Glen Long, Jr. (DEGC/EDC)
Rebecca Navin (DEGC/EDC)
Nasri Sobh (DEGC/EDC)
Medvis Jackson (DEGC/EDC)
Madison Schillig (DEGC/EDC)
Kevin Johnson (DEGC/EDC)
Sean Gray (DEGC/EDC)
JoMeca Thomas (DEGC/EDC)
Kenyetta Bridges (DEGC/EDC)
Kelly Shovan (DEGC/EDC)
Cora Capler (DEGC/EDC)
Lanard Ingram (DEGC/EDC)
Ashley Dreyer (DEGC/EDC)
Ajane Jackson (DEGC/EDC)
Motor City Match
Detroit Otterpilot



OTHERS PRESENT (CONTINUED):

Amy Senese
James McBroom
Craig Notte



**MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS SPECIAL MEETING
DETROIT ECONOMIC GROWTH CORPORATION
500 GRISWOLD, SUITE 2200, DETROIT, MI 48226
TUESDAY, MAY 2, 2024 – 9:00 A.M.**

GENERAL

Call to Order

Noting that a quorum was present, Chair Forte called the Special meeting of the Economic Development Corporation Board of Directors to order at 9:16 a.m.

Approval of Minutes

Ms. Forte asked if there were any additions, deletions, or corrections to the minutes of the March 26, 2024, regular Board meeting. Hearing none, Ms. Forte called for a motion.

Mr. Jackson made a motion to approve the minutes of the March 26, 2024, regular Board meeting, as written. Mr. Hodge seconded the motion. All were in favor with none opposed.

EDC Resolution Code 24-05-02-381 was unanimously approved.

Receipt of Treasurer's Report

Ms. Shovan reviewed the revised Treasurer's Report of Receipts and Disbursements for the month of March 2024. Ms. Forte called for a motion.

Mr. Osei made a motion to approve the Treasurer's Report of Receipts and Disbursements for the month of March 2024, as presented. Mr. Hodge seconded the motion.

EDC Resolution Code 24-05-03-297 was unanimously approved.

PROJECTS

Motor City Match: Recommendation for Round 26 Awards

Ms. Schillig stated that in 2015, the Economic Development Corporation of the City of Detroit ("EDC") launched the Motor City Match Program (the "Program" or "Motor City Match"). Since that time, the EDC Board has approved Program Business awards for 2,019 Detroit businesses and listed 471 buildings on its real estate map. These awards occurred while the Program operated



uninterrupted for 17 rounds, then resumed with Round 18 awards in January of 2022. Currently, more than 150 Motor City Match awardees are operating new businesses in formerly vacant commercial spaces throughout the city of Detroit. Additionally, over 325 Motor City Match awardees have created or expanded home-based, mobile, and pop-up businesses in the city of Detroit.

On July, 28 2022, the EDC Board authorized the execution of a contract with the City of Detroit to accept funding from the American Rescue Plan Act (“ARPA”) State and Local Fiscal Recovery Fund (“SLFRF”) for the third phase of the Program. Awards approved for Round 26 of Motor City Match will be the sixth round of awards executed with funding from ARPA SLFRF and are subject to updated program guidelines that incorporate ARPA SLFRF eligibility.

On December 1st, 2023, the Program began accepting applications for the sixth round of its third phase, Round 26. Applicants competed for financial assistance awards and technical assistance awards. In Round 26, the program accepted applications for awards in five award tracks: Plan, Develop, Design, Cash, and Restore.

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



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

Technical Assistance Awards

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

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

Financial Assistance Awards

Cash Track Grants and Restore Tracks

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

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

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



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

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

When applications closed on January 15, 2024, the EDC had received 330 business applications (each an “Application”) for Round 26. This memorandum and resolution focus on the selection and recommendation of awardees for:

- “Plan” award track
- “Develop” award track
- “Design” award track
- “Cash” award track
- “Restore” award track

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

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

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

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



5. Leverage of business owner investment and other community investment initiatives in the area.

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

Finalists are selected based on initial scoring. Applications receiving an initial score that is not in the finalist range of the track to which they applied may be selected as a finalist if their application demonstrates that the business could result in clear positive community and economic impact. Up to 40 finalists are selected for Plan and Develop Tracks. Up to 25 finalists are selected for the Design Track and up to 40 finalists are selected for both the Cash Track and the Restore Track.

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

The final selection of awardees is as follows:

- Finalists for the “Plan” and “Develop” Tracks are selected internally and are not sent a supplemental application or an official notification of their finalist status. Instead, EDC staff requests additional information or clarifying information when necessary.
 - 40 Plan finalists were selected in Round 26
 - 29 Develop finalists were selected in Round 26
- Finalists for the “Design” Track are sent an official notification of their status within 30 days of the initial application closing. Finalists are required to complete a supplemental application and site visit with EDC staff.
 - 16 Design finalists were selected in Round 26



- Finalists for the “Cash” and “Restore” Tracks are sent an official notification of their status within 30 days of the initial application closing.
 - 49 Cash finalists were selected in Round 26
 - 23 Restore finalists were selected in Round 26
 - Finalists are required to complete a supplemental application and site visit with EDC staff, and to engage local lenders to determine how much capital is available to fund their projects.
 - Supplemental Applications for “Cash” and “Restore” finalists require submission of financial information, including a standard loan application and personal financial statement. This information is used to determine the project’s financial need, equity investment and “funding gap” for each business.
 - Lender Networking Events introduce applicants to a team of nine local Community Development Financial Institution (CDFI) and non-traditional lending partners. Applicants are asked to liaise with these lenders in an attempt to determine whether or not loans are available to fill the project’s “funding gap”. Our Lender Networking Event was held on Tuesday, February 27th, 2024.
 - Lenders present included Invest Detroit, Detroit Development Fund, ProsperUs Detroit, CDC Small Business Lending, Community Reinvestment Fund, Opportunity Resource Fund, Black Leaders Detroit, Huntington Bank and Michigan Women’s Forward. CDFI partners made commitments to explore lending the balance of the funding gap based on recommended grant investment from Motor City Match.
 - Motor City Match staff uses lender interest, participant scores, supplemental information, and readiness to accept additional investment to determine “Cash” and “Restore” awardees and associated grant investment.

EDC staff recommends the approval of awards for Round 26 in accordance with the following:

- Twenty-five (25) “Plan” awardees for business planning as presented in Exhibit A.
- Fifteen (15) “Develop” awardees for site selection as presented in Exhibit B.
- Eight (8) “Design” awardees for design, architectural, and engineering services in Exhibit C.
- Eighteen (18) “Cash” awardees to receive a total of \$890,000 in grant investment, as described on Exhibit D.
- Eleven (11) “Restore” awardees to receive a total of \$251,000 in grant investment, as described on Exhibit E.

EDC staff will provide an internally developed Business Plan training for Round 26 Motor City Match “Plan” awardees.



EDC staff will facilitate one-on-one match making between top ranking businesses and building owners recognized as Round 26 “Develop” awardees. Match making services will include open houses and networking sessions between business owners and building owners. In addition, technical assistance will include expert guidance on leasing, financial planning and assessing market opportunities.

EDC staff will facilitate introductions to qualified service providers that can provide project-based design, architectural, and engineering services for Round 26 “Design” awardees. Services may include all five stages of the architectural design process and will be funded by the applicable Motor City Match funding source.

The EDC will enter into grant agreements with Round 26 Motor City Match “Cash” and “Restore” awardees and facilitate underwriting with lending partners for “Cash” and “Restore” awardees to pursue gap financing through these independent sources.

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

Ms. Forte called for questions.

Mr. Jackson asked if Ms. Schillig could define each track of the Motor City Match program in case there were members of the public in attendance. Ms. Schillig explained that the first track of the Motor City Match program is the Plan track. The Plan track is meant to help entrepreneurs who have an idea, but have yet to establish a business plan. The goal is to provide technical assistance to the individual up to the amount of one thousand five hundred dollars (\$1,500.00) to develop a business plan. Ms. Schillig continued that the next track is the Develop track which is for businesses that are already transactional and are looking for a permanent brick-and-mortar space in the city. The Motor City Match program offers technical assistance in the amount of three thousand five hundred dollars (\$3,500.00) intending to help businesses figure out how much space they need, what they can afford, how much product needs to be sold to be profitable, and assist with lease negotiation. Ms. Schillig explained that the next track is the Design track in which a business that has a brick-and-mortar space can be awarded up to twenty-five thousand dollars (\$25,000.00) for assistance with architectural and engineering drawings. Ms. Schillig further explained that the following track is the Cash track which provides gap financing for businesses that are opening in a brick-and-mortar space for the first time. Ms. Schillig concluded with the last track, which is the Restore track which can award up to twenty-five thousand dollars (25,000.00) to existing businesses for façade improvements.

Mr. Osei stated that a few of the cash awardees outlined by Ms. Schillig have owner equity equal to about ten percent (10%) of the total project cost, noting that the percentage was low. Mr. Osei stated that while he appreciates that the projects will move forward, he wonders what level of risk for the business should be required. Ms. Schillig explained that ten percent (10%) of owner equity is the minimum requirement to be eligible for the program. Ms. Schillig continued that Motor City



Match can only provide up to fifty percent (50%) and the remaining forty percent (40%) must be accounted for to move forward.

Ms. Forte called for further discussion.

Hearing none, Ms. Forte called for a motion to approve the Motor City Match: Recommendation for Round 26 Awards, as presented.

Mr. Osei made a motion to approve the Motor City Match: Recommendation for Round 26 Awards. Ms. Clayson seconded the motion.

EDC Resolution Code 24-05-91-144 was approved.

Motor City Match Round 25 Awards: Stafford House Entity Change

Ms. Schillig stated that on January 23, 2024, the Board of Directors of The Economic Development Corporation of the City of Detroit (the “EDC”) approved the Motor City Match Round 25 awardees. As part of the Round 25 awards, Stafford House was selected as a Cash awardee for the development of retail space on Oakland Avenue for NexLevel Engineering.

In preparing the grant agreement for Stafford House, it was determined that the appropriate awardee for this grant is the new business, NexLevel Engineering, rather than Stafford House, the building owner. Both the business and the building owner are controlled by Detroit-resident Lendon Crosby.

A resolution approving the name change for the Stafford House award was attached for the Board’s consideration.

Ms. Forte called for questions.

Hearing none, Ms. Forte called for a motion to approve the Motor City Match Round 25 Awards: Stafford House Entity Change, as presented.

Mr. Osei made a motion to approve the Motor City Match Round 25 Awards: Stafford House Entity Change. Mr. Hodge seconded the motion.

EDC Resolution Code 24-05-91-145 was approved.

Motor City Match Round 25 Awards: Good Vibes Lounge Express Inc Address Correction

Ms. Schillig stated that on January 23, 2024, the Board of Directors of The Economic Development Corporation of the City of Detroit (the “EDC”) approved the Motor City Match Round



25 awardees. As part of the Round 25 awards, Good Vibes Lounge Express Inc was selected as a Cash awardee.

In preparing the grant agreement for Good Vibes Lounge Express Inc, EDC staff discovered a scrivener's error regarding Good Vibes Lounge Express Inc's business address. The address was listed as 18597 Livernois, Detroit, Michigan 48221. The EDC staff would like to correct this address to read: 18957 Livernois, Detroit, Michigan 48221.

A resolution approving the correction of Good Vibes Lounge Express Inc's business address is attached for the Board's consideration.

Ms. Forte called for questions.

Hearing none, Ms. Forte called for a motion to approve the Motor City Match Round 25 Awards: Good Vibes Lounge Express Inc Address Correction, as presented.

Mr. Osei made a motion to approve the Motor City Match Round 25 Awards: Good Vibes Lounge Express Inc Address Correction. Mr. Hodge seconded the motion.

EDC Resolution Code 24-05-91-146 was approved.

Motor City Match Recommendation to Extend Round 22 Awards

Ms. Schillig stated that on July 28, 2022, the EDC Board authorized the execution of a contract with the City of Detroit to accept funding from the American Rescue Plan Act ("ARPA") State and Local Fiscal Recovery Fund ("SLFRF") for the third phase of the Program.

Since that approval, the EDC has awarded Cash and Restore grants to 184 businesses in the City of Detroit using ARPA funding. Pursuant to the terms of the grant agreement executed between the EDC and the awardees, awardees are required to access their grant within one (1) year from the date of board approval to use their "Cash" or "Restore" award.

Round 22 Awards, approved on April 25, 2023, are scheduled to expire on April 26, 2024. While many awardees were able to complete their respective project within the one (1) year term, eleven (11) awardees (the "Awardees") were unable to secure all of the financing required for the project and have experienced other setbacks related to construction costs overruns and extended timelines.

EDC staff recommends that the one (1) year term for "Cash" or "Restore" award period be extended until June 30, 2025 for the following Awardees:

1.SIPP Enterprises L.L.C

Track: Cash



Owner: Talia Thomas

Address: 3439 Woodward

Neighborhood: Midtown

District: 5

Project Description: Owner, Talia Thomas, is opening SIPP's Smoothie & Juice Bar in the Woodward West building located at 3439 Woodward in Midtown. The potential cost of the buildout and determining the landlord's contribution caused a significant delay in signing an official lease. The owner's potential landlord's representative, Myles Hamby, has been working alongside Motor City Match with Ms. Thomas to ensure this project is seen to fruition. An official lease has now been signed and a concrete budget has been established. MCM is now ready to begin collecting pre-disbursement documents and estimate a disbursement being made within the next 30 days. MCM is committed to this project, a black-owned and woman-owned business, and will continue to support it until completion.

2. Detroit Edge Management

Grant Amount: \$65,000

Track: Cash

Owner: Sheneelia Logan

Address: 13850 Grand River

Neighborhood: Northwest Community

District: 7

Project Description: Owner, Sheneelia Logan, is opening Detroit Edge Management LLC, an assisted living facility for recently incarcerated individuals, located at 13850 Grand River Ave. The submission of the MCM required pre-disbursement documents has been delayed due to issues in securing financing by Detroit Development Fund. Initially, Sheneelia originally pledged the building on Grand River as collateral, however it was determined that building was ineligible to be pledged due to the building being purchased through a land contract. Sheneelia has now pledged her personal residence as collateral and is waiting on approval that the home will be accepted. Sheneelia has been updating the MCM team regularly on the process and her loan officer, Angelia Sharp, has indicated a likely approval. MCM would like to continue to support this project, a black, woman-owned business and building owner in the city of Detroit.

3. Nepantla Cafe

Grant Amount: \$75,000



Track: Cash

Owner: Rocky Coronado

Address: 5410 W Vernor Hwy

Neighborhood: Central Southwest

District: 6

Project Description: Nepantla Café began as Rocky's Road Brew, a coffee truck started in 2017 in Mexicantown, Detroit. Healthy lifestyle changes inspired Chef Rocky Coronado to add vegan tacos and other vegan Mexican food to the menu. Now, Nepantla Café hopes to impact the community by providing affordable luxuries like air roasted coffees and farm to table foods with recipes of rich histories while provoking thoughts of farmer's and worker's rights, the Indigenous lands we occupy, and healthy living through food, drinks and sober communities. Owner, Rocky, encountered a number of setbacks with the contractors that they were using at the time. Due to these setbacks, they closed their food truck for a month to get things in order, find new contractors and communicated with MCM staff along the way.

4. Cold Truth Freezery

Grant Amount: \$35,000

Track: Cash

Owner: Timothy Mahoney

Address: 1429 Gratiot

Neighborhood: Eastern Market

District: 5

Project Description: Cold Truth Freezery is a production space and test kitchen located in the historic Eastern Market district. It is owned and operated by Cold Truth Soft Serve which makes vegan, non-dairy ice cream from scratch that is flavored with real food. Owner, Tim, experienced a delay in solidifying an accurate budget for build out but has now done so and plans to continue working towards their opening at Eastern Market.

5. Accent Upholstering

Grant Amount: \$25,000

Track: Restore

Owner: Joseph Altman



Address: 15633 Harper Ave.

Neighborhood: Outer Drive-Hayes

District: 4

Project Description: Accent Upholstering LLC is a full-service upholstery shop in Detroit who provides high-quality upholstery services community. Accent Upholstering LLC provides upholstery services in commercial and residential areas, restaurant areas, institutional areas, plasma centers, religious areas such as churches and fellowship halls, and marine and automotive areas. Owner Joseph secured this building through a land contract, in attempting to close his loan through Invest Detroit there were some issues with getting a clean title on the building. Invest Detroit has provided legal services to assist the owner through this process and they are nearing the end. Once the title is clear and the loan is closed we will be able to begin this project.

6. Dexter Check Cashing

Grant Amount: \$25,000

Track: Restore

Owner: Clint Shabo

Address: 13237 Dexter Ave.

Neighborhood: Russell Woods

District: 7

Project Description: Dexter Check Cashing has served the community for over 30 years, selling various items from clothing, hats, and accessories. This award was made in conjunction with a SPARK grant, funded through Invest Detroit in SNF areas. There are delays with the architects and contractors for several of these projects; we are working closely with the fiduciary of this project, Life Remodeled, to see it completed.

7. Royal Car Center

Grant Amount: \$25,000

Track: Restore

Owner: Hatem Atoui

Address: 16630 W Warren Ave.



Neighborhood: Warren Ave Community

District: 7

Project Description: Royal Car Center has served the community for over 30 years selling new and used vehicles. This award was made in conjunction with a SPARK grant, funded through Invest Detroit in SNF areas. There are delays with the architects and contractors for several of these projects; we are working closely with the fiduciary of this project, Islamic Center of Detroit, to see it completed.

8. Wheelhouse Detroit

Grant Amount: \$5,000

Track: Restore

Owner: Kelli Kavanaugh

Address: 1340 Atwater

Neighborhood: Rivertown-Warehouse District

District: 5

Project Description: Wheelhouse Detroit is a woman-owned small business that has been in operation since 2008. In the heart of the recession, this small bicycle shop on the Riverwalk opened to offer bike rentals and provide service to Detroiters that biked. Owner Kelli has stayed in constant contact with MCM staff after experiencing some contractor delays and price increases, the team anticipates this project being completed shortly after extension.

9. Fairline Foods Centers INC.

Grant Amount: \$25,000

Track: Restore

Owner: Samir Pattah

Address: 16520 W. Warren Ave.

Neighborhood: Warren Ave Community

District: 7

Project Description: Fairline Foods Center is a legacy supermarket that has been serving the community for over 35 years. Fairlane offers a wide-variety of groceries to meet the diverse needs of the community. This award was made in conjunction with a SPARK grant, funded



through Invest Detroit in SNF areas. There are delays with the architects and contractors for several of these projects; we are working closely with the fiduciary of this project, Islamic Center of Detroit, to see it completed.

10. In Harmony Café Sweets and More

Grant Amount: \$25,000

Track: Restore

Owner: Keyona Barnes

Address: 12041 Dexter Ave.

Neighborhood: Nardin Park

District: 7

Project Description: In Harmony Cafe provides a family-friendly environment, delicious food, coffee, and a space for other local pop-up shops. This award was made in conjunction with a SPARK grant, funded through Invest Detroit in SNF areas. There are delays with the architects and contractors for several of these projects; we are working closely with the fiduciary of this project, Life Remodeled, to see it completed.

11. Mr. Me Appliances

Grant Amount: \$25,000

Track: Restore

Owner: Hussein Ghoul

Address: 16826 W Warren Ave.

Neighborhood: Warren Ave Community

District: 7

Project Description: Mr. Me Appliances sells new & used appliances of all brands and has been open since 2014. This award was made in conjunction with a SPARK grant, funded through Invest Detroit in SNF areas. There are delays with the architects and contractors for several of these projects; we are working closely with the fiduciary of this project, Islamic Center of Detroit, to see it completed.



A resolution approving the staff's recommendations was attached for the Board's consideration.

Ms. Forte called for questions.

Mr. Jackson stated for the record that he is affiliated with the owner of Woodward West in which SIPP Enterprises L.L.C is a tenant of.

Ms. Forte asked if Ms. Schillig believes that a full-year extension is necessary for the issues being outlined. Ms. Schillig stated that it is anticipated that it will not take the full year, but that funding must be spent before the deadline of June 30, 2025.

Ms. Forte called for further discussion.

Hearing none, Ms. Forte called for a motion to approve the Motor City Match Recommendation to Extend Round 22 Awards, as presented.

Mr. Osei made a motion to approve the Motor City Match Recommendation to Extend Round 22 Awards. Mr. Hodge seconded the motion. Ms. Clayson abstained from the vote.

EDC Resolution Code 24-05-91-147 was approved.

East Riverfront: Parking Lot Agreements

The East Riverfront: Parking Lot Agreements item was tabled due to an insufficient quorum for an East Riverfront approval.

ADMINISTRATION

None.

OTHER MATTERS

None.

PUBLIC COMMENT

None.

ADJOURNMENT

With there being no other business to come before the Board, Ms. Forte adjourned the meeting at 9:40 a.m.



CODE EDC 24-05-02-381

APPROVAL OF MINUTES OF MARCH 26, 2024, REGULAR MEETING

RESOLVED, that the minutes of the regular meeting of March 26, 2024, 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 2, 2024



CODE EDC 24-05-03-297

RECEIPT OF TREASURER'S REPORT FOR MARCH 2024

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending March 31, 2024, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

May 2, 2024



CODE EDC 24-05-91-144

MOTOR CITY MATCH: RECOMMENDATION FOR ROUND 26 AWARDS

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

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

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

WHEREAS, EDC staff has completed due diligence and evaluation for applications (“Applications”) in the twenty sixth round (“Round 26”) of the Motor City Match Business Application Track; and

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

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

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors accepts the current results of the Round 26 application evaluation process and recommendation for the reapproval of certain “Cash” awards.

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

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

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

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



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

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

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

May 2, 2024



Exhibit A Recommended “Plan” Awardees

Business Name	Owner	Description
Adam's Discount Pharmacy	Adam Obaid	Community urgent care/pharmacy
aGiftaVerse LLC	Gerald Harris	Apparel business serving Detroit High Schools and local businesses
Ai-Smartguys Solar Heating & Cooling	Julian Thornton	Solar heating and cooling company
Algottis Grill	Saber Alghathie	Serves cheesesteaks to Metro Detroit
Austin Logistics LLC	Austin Hill	Provides emergency warehousing and storage
Bob's Beard Coalition L.L.C.	Dylan Sullivan	Cosmetic sales and networking
Boone Productions, LLP.	Sierra Boone	Themed immersive indoor play center for the whole family
Coleman 1 Professional Janitorial Services	Cha Worley	Janitorial services
D Day Ent, llc	Dee Williams	Music production video and education
Elite Design Studios	Dalaina Waller	Supports events industry entrepreneurs
Floral Therapy Detroit	Monica Brown	Uses floral design to support self-care/mental wellness company
International Child Care Center	Marilyn Barriera-Manrique	Educate minority children in literacy and kindergarten readiness
La Papillon	Dominique Collins	Non-alcoholic cocktail lounge
Love Story Weddings	Minyon Nelson	Marry couples & coordinate weddings
Lovlee Homes and Garden	Thea Baker	Home essentials/garden store
M5 Products LLC	Michael Griggs	Manufacturing a product to detect floods
Misty's Pet Spa	Misty McConico	Grooming dogs and cats
MMWI Network LLC	Minyetta Nelson	Photo/video production
MSG Empire Gardens LLC	Shlonda Wright	Home renovations, window cleaning, community gardening, teaching children
P.U.S.H. with Janay LLC	Janay Stevens	Empowering program dedicated to young women
Pure02 Bliss Bar	Ashley Carmen	Oxygen Therapy
Rosey Cheeks Treats LLC	Tanya Benson	Specialty sweets
So Unfair Beauty Bar LLC	Angela Meadows	Hair school dedicated to those struggling with poverty
Tax Consultants Group LLC	Tyana Young	Tax service credit repair & financial literacy
Vybe House	William Venson	Production venue for content creation



Exhibit B

Recommended “Develop” Awardees

Business Name	First and Last Name	Short Description
ABC Co. Landscaping LLC	Kofi Myler	Design and maintain landscapes
AYANA Aesthetics, LLC	Ayana Gates	Pilates studio with infrared sauna
CMCC	Ciarne Cyars	Employ ancillaries, educate community auxiliary
Details by Destynee	Destynee Nixon	Full-scale event services and rentals
JOB Lactation	Micia Eddins	Breastfeeding support and provides doula services
Ladies Entrepreneur Empowerment Circle	Andrea Thompson	Empower women entrepreneurs to start, grow and scale
Lexis Sapphire - Small Business Solutions	Erisha Smith	Business consulting and digital transformation
M.A.C.C. Burgers Co.	Sophia Barnett	Restaurant serving gourmet burgers
Michigan Fashion Week	Loren Hicks	Clothing manufacturing, sewing and design training
Natural Living by Design	LaKeisha LaGrande	Opening a Himalayan salt cave spa
Sabreena Beautiful LLC	Sherie Williams	Retail women's clothing and accessories
The Slush Queen LLC	Ladonna Girty	Slushie business serving the community
Yarn Nerds LLC	Lisa Borum	Shop providing yarn and accessories
Unique Monique Scented Candles, LLC	Monique Bounds	Health and wellness products and more
Vanguard Media Group LLC	Cedric Poole	Digital creative agency



Exhibit C
Recommended “Design” Awardees

Business Name	Owner	Short Description	Business Address	District	Neighborhood
Bag Lady Detroit, LLC	Taylor Hill	Restaurant serving a wide range of seafood dishes with a full-service bar.	16369 E Warren Ave. Suite A	4	East English Village
Blew Boat Cigar Club, LLC	James Bates	Retail cigar lounge for the community.	16911 E. Warren	4	East English Village
Bovvy Mkt, LLC	Gregory Hall	Community healthy food cafe and market.	15749 Grand River Ave.	1	Cadillac Community
DA BOMB TACO LLC	Lisa Session	Fast casual restaurant offering explosively flavorful tacos and more.	4125 W. 8 Mile Rd.	2	Bagley
Golden Touch, LLC DBA Paradise Allure	LaTia Flewellyn	Tailored spa experiences.	10103 Kercheval	5	English Village
Motown Barbershop, LLC	Will Singleton	Barbershop: professional grooming services.	12645 Gratiot Ave.	4	Eastern Market
Queendom Nail Bar, LLC	Ky'ronda Tate	Upscale nail salon.	6345 W. 7 Mile Rd.	2	Bagley
Taste of Aden, LLC DBA TOA Cafe	Cathy Mansoob	Cafe serving coffee and pastries.	2420 Bagley	6	Corktown/Hubbard Richard



Exhibit D

Recommended “Cash” Awardees

1. Birdie Mae's Brunch Bar, LLC

\$45,000

Owner: Cierra McFarlin

Black-Owned, Minority-Owned, Woman-Owned, Resident-Owned

Address: Woodward

Neighborhood: Grixdale Farms

District: 2

Description: Birdie Mae’s Brunch Bar will offer American brunch dishes with Cajun Creole flair alongside a diverse selection of alcoholic and non-alcoholic beverages.

Business Stage: New Business

Total Project Cost: \$463,000

Equity: \$47,000

Loans & Other Funding: \$371,000

2. Bryant Park Market LLC

\$35,000

Owner: Timothy Bryant

Black-Owned, Minority-Owned

Address: 14840 Kercheval

Neighborhood: Riverbend

District: 4

Description: Bryant Park Market is a neighborhood grocery market committed to serving the Kercheval community with fresh foods, offering locally sourced produce, meats, dairy, and international groceries.

Business Stage: New Business

Total Project Cost: \$300,000

Equity: \$35,000

Loans & Other Funding: \$230,000

3. DeYoke LLC DBA Kimochi Detroit

\$35,000

Owner: Kim Yokely

Black-Owned, Minority-Owned, Woman-Owned, Resident-Owned

Address: 1337 Division, Suite 204

Neighborhood: Eastern Market

District: 5



Description: Kimochi Detroit is a Reflexology Center set to open in the Eastern Market District, who aims to offer a tranquil retreat with a range of therapy services such as reflexology, shiatsu, massage, and sound therapy.

Business Stage: New Business

Total Project Cost: \$135,000

Equity: \$100,000

Loans & Other Funding: \$0

4. Hoodymartz LLC

\$20,000

Owner: Candise Lloyd

Black-Owned, Minority-Owned, Woman-Owned, Resident-Owned

Address: 11015 Whittier

Neighborhood: Outer Drive-Hayes

District: 4

Description: Hoodymartz is a gift shop, catering to individuals seeking custom gifts to express their sentiments, offering a variety of crafted gift baskets and bundles for all occasions.

Business Stage: New Business

Total Project Cost: \$166,000

Equity: \$121,000

Loans & Other Funding: \$25,000

5. Immersive Innovations LLC DBA Anvio VR Detroit

\$40,000

Owner: Terrance Webster

Black-Owned, Minority-Owned, Resident-Owned

Address: 1030 Randolph

Neighborhood: Greektown

District: 5

Description: Immersive Innovation, LLC offers a live, free-roam virtual reality experience with various scenarios, through cutting-edge technology and innovative gameplay.

Business Stage: New Business

Total Project Cost: \$265,209

Equity: \$26,520

Loans & Other Funding: \$198,689

6. Jessica Blair Beauty LLC DBA Jessica Blair Beauty Supply

\$25,000

Owner: Jessica Kwalli

Black-Owned, Minority-Owned, Woman-Owned

Address: 18724 Grand River

Neighborhood: North Rosedale Park



District: 1

Description: Jessica Blair Beauty LLC prioritizes meeting the diverse needs of the community by offering a wide range of beauty products and cosmetics while also fostering opportunities for minority-owned beauty brands in Detroit.

Business Stage: New Business

Total Project Cost: \$88,834

Equity: \$8,834

Loans & Other Funding: \$55,000

7. Kid-E-College Prep LLC

\$75,000

Owner: Tangarenee Toney

Black-Owned, Minority-Owned, Woman-Owned

Address: 21350 W Seven Mile

Neighborhood: Evergreen Lahser 7/8

District: 1

Description: Kid E College Prep is a child care center serving low to moderate income families in Detroit and surrounding areas.

Business Stage: New Business

Total Project Cost: \$635,281

Equity: \$326,800

Loans & Other Funding: \$233,481

8. New Millenium Books L.L.C.

\$20,000

Owner: Jerome McMillan

Black-Owned, Minority-Owned, Resident-Owned

Address: 7400 McNichols

Neighborhood: Bagley

District: 2

Description: New Millenium Books is a retail book store offering non-fiction, fiction and fantasy novels while also selling leather goods and gifts.

Business Stage: New Business

Total Project Cost: \$48,500

Equity: \$4,850

Loans & Other Funding: \$23,650

9. Nya Marshall LLC DBA ArtPlay

\$80,000

Owner: Nya Marshall

Black-Owned, Minority-Owned, Woman-Owned, Resident-Owned

Address: 9201 E Jefferson



Neighborhood: East Village

District: 4

Description: Art Play offers refined dining, artisanal cocktails, event spaces, community programs, and rooftop wellness activities for an unparalleled upscale experience.

Business Stage: New Business

Total Project Cost: \$500,000

Equity: \$220,000

Loans & Other Funding: \$200,000

10. Roots Visual Designs L.L.C. DBA Detroit Ink Spot

\$50,000

Owner: Jason Phillips

Black-Owned, Minority-Owned, Resident-Owned

Address: 15925 W McNichols

Neighborhood: Crary/St Marys

District: 1

Description: Detroit Ink Spot, renowned as Detroit's premier destination for custom body art, specializes in working on melanated skin, serving the community for 8 years with a mission to become an artistic hub.

Business Stage: Additional Location

Total Project Cost: \$493,000

Equity: \$343,000

Loans & Other Funding: \$100,000

11. RUNdetroit LLC

\$50,000

Owner: Justin Craig & Alia Polsgrove

Resident-Owned, Woman-Owned

Address: 1948 Division, Suite 105

Neighborhood: Eastern Market

District: 5

Description: Founded in 2013, RUNdetroit stands as Detroit's sole running and walking specialty store, offering expert shoe fittings, a curated selection of athletic gear, and free weekly group runs.

Business Stage: Moving Locations

Total Project Cost: \$101,318

Equity: \$11,145

Loans & Other Funding: \$40,173

12. Side Pull Beer Company LLC

\$75,000

Owner: Elliot Hoffman



Resident-Owned

Address: 3143 Bellevue

Neighborhood: Islandview

District: 5

Description: Side Pull Beer Company, a brewery with a community-building mission, aims to offer low-ABV beers in its taproom, fostering conversations over a variety of artisanal brews.

Business Stage: New Business

Total Project Cost: \$3,212,282

Equity: \$587,282

Loans & Other Funding: \$2,550,000

13. Simply Roasted LLC

\$50,000

Owner: Erin Williams-Apacanis

Black-Owned, Minority-Owned, Woman-Owned, Resident-Owned

Address: 4240 Cass, Suite 107

Neighborhood: Midtown

District: 6

Description: Simply Roasted, a coffee shop and café located in Midtown Detroit, specializes in serving specialty coffee, sandwiches, and delectable desserts while prioritizing an inviting atmosphere for all patrons.

Business Stage: New Business

Total Project Cost: \$135,751

Equity: \$31,751

Loans & Other Funding: \$54,000

14. Technology Partners Group LLC DBA Michigan Tech Partners LLC

\$50,000

Owner: Brandon Pinto

Black-Owned, Minority-Owned, Resident-Owned

Address: 10018 Roseberry

Neighborhood: Wade

District: 4

Description: Michigan Tech Partners, a licensed electrical contractor specializing in medical equipment installation, is expanding to establish a dialysis training center, aiming to enhance healthcare accessibility and support in Detroit.

Business Stage: New Business

Total Project Cost: \$118,476

Equity: \$43,476

Loans & Other Funding: \$25,000



15. The Damage Zone, LLC

\$85,000

Owner: Zienethe Adewole

Black-Owned, Minority-Owned, Woman-Owned, Resident-Owned

Address: 15785 James Couzens Fwy

Neighborhood: Bethune Community

District: 2

Description: The Damage Zone will be Detroit's first premier rage room, providing alternative therapy for emotionally reactive individuals, addressing crime, blight, and stress through destruction therapy.

Business Stage: New Business

Total Project Cost: \$181,964

Equity: \$75,075

Loans & Other Funding: \$21,889

16. The Debt Survivor LLC

\$50,000

Owner: Ebony Cochran

Black-Owned, Minority-Owned, Woman-Owned

Address: 11145 Morang

Neighborhood: Yorkshire Woods

District: 4

Description: Debt Survivor LLC will provide small business training services in Detroit, aiming to empower entrepreneurs and support their growth journey.

Business Stage: New Business

Total Project Cost: \$244,336

Equity: \$155,336

Loans & Other Funding: \$39,000

17. The Ideal Rental Space, LLC DBA The Ideal Rental Kitchen and Space

\$50,000

Owner: Johnnie Meeks

Black-Owned, Minority-Owned, Woman-Owned, Resident-Owned

Address: 2039 E Seven Mile

Neighborhood: Nolan

District: 3

Description: The Ideal Rental Space is a private event space offering extensive amenities, including a full commercial kitchen.

Business Stage: New Business

Total Project Cost: \$195,000

Equity: \$70,000

Loans & Other Funding: \$75,000



18. Twelve Flavorz LLC

\$55,000

Owner: Alexandra Taylor

Black-Owned, Minority-Owned, Woman-Owned, Resident-Owned

Address: 17343 E Warren

Neighborhood: Cornerstone Village

District: 4

Description: Twelve Flavors LLC is a startup breakfast restaurant serving creative breakfast dishes with locally-sourced ingredients.

Business Stage: New Business

Total Project Cost: \$316,576

Equity: \$186,366

Loans & Other Funding: \$75,210



Exhibit E

Recommended “Restore” Awardees

1. Dexter Car Wash and Vacuum, LLC

\$25,000

Owner: John H. Scott

Black-owned, Minority Owned

Address: 12740 Dexter, 48202

Neighborhood: Dexter-Linwood

District: 5

Description: Dexter Car Wash and Vacuum, LLC is a neighborhood facility that provides self service car wash bays and vacuums. This allows the community to clean their vehicles both inside and out at a one stop shop.

Project Scope: This project includes purchasing and installing new safety bollards, repairing and replacing damaged fencing as well as new landscaping.

Total Project Cost: \$50,000

2. Brix Wine & Charcuterie, LLC

\$25,000

Owner: Mikiah Westbrook

Black-owned, Minority Owned, Women-Owned

Address: 1588 Franklin St., 48207

Neighborhood: Rivertown-Warehouse District

District: 5

Description: Brix is a retail wine bar and event space that offers both wine tastings and pairings, wine education classes and the opportunity for patrons to host private events.



Project Scope: This project includes creating an outdoor patio with planters, seating, tables with umbrellas and heaters for year-round use.

Total Project Cost: \$50,000

3. Dexter Depot LLC

\$25,000

Owner: Shonda Friday and Raymond Canty

Black-owned, Minority Owned, Women-Owned

Address: 10330 Dexter Ave., 48206

Neighborhood: Dexter-Linwood

District: 5

Description: Dexter Depot is a hardware store that provides the community with both hardware and building supplies, while also carrying some daily household items for its patrons.

Project Scope: This project includes a complete façade upgrade including but not limited to new paint, new windows, and new signage. Additionally, this project will include the addition of a new parking lot.

Total Project Cost: \$55,000

4. Irby Enterprises Company DBA Balance & Flow Yoga Studio

\$13,000

Owner: Thaddaeus Irby

Black-owned, Minority Owned

Address: 18728 West Warren Ave., 48228

Neighborhood: Warrendale

District: 7

Description: Balance & Flow Yoga Studio provides a sacred place for several types of programs and classes that focus on its patrons mental, physical, and spiritual well-being.



Project Scope: This project includes updating the fencing along the property, landscaping as well as foundation repair.

Total Project Cost: \$26,000

5. Grand River Capital Investments, Inc DBA Little Mary's Detroit

\$25,000

Owner: Lesley Esters Redwine

Black-owned, Minority Owned, Women-Owned

Address: 7741 Grand River, 48204

Neighborhood: Petoskey-Ostego

District: 6

Description: Little Mary's Detroit is a bar and restaurant that caters to those who love jazz and blues. Additionally, they provide a social space for the community where patrons can meet for a cup of coffee or a cocktail while providing live entertainment and lounge areas.

Project Scope: This project includes removal of old wood façade, new windows, lighting and paint. Additionally, upgrades to the side lots creating a patio area as well as a new parking lot.

Total Project Cost: \$51,700

6. The Plymouth Café, Incorporated DBA Fusion Flarer Kitchen & Cocktail

\$25,000

Owner: Mashelle Sykes

Black-owned, Minority Owned, Women-Owned

Address: 16801 Plymouth, 48227

Neighborhood: Joy Community

District: 7

Description: Fusion Flare is a full service restaurant serving American and Soul Food Cuisine, with the goal of employing Detroit residents.



Project Scope: This project includes building out and repairing concrete next to the restaurant in order to add outdoor seating as well as more parking.

Total Project Cost: \$55,000

7. MJ's North End Ice Cream Parlor LLC

\$25,000

Owner: Mark Justice

Black-owned, Minority Owned

Address: 8801 Oakland, 48221

Neighborhood: North End

District: 5

Description: MJ's North End Ice Cream Parlor is a family owned and operated ice cream shop. They offer hand packed ice cream, milkshakes and an assortment of other food items. Products are sourced from local urban farms and have recently added vegan and vegetarian options.

Project Scope: This project includes replacing the cement around the building including the outdoor seating area. It will also include new landscaping and creating a safe parking lot.

Total Project Cost: \$56,000

8. Unique Auto Body Inc.

\$25,000

Owner: Ghassan Hanna

Minority Owned

Address: 10301 W. 8 Mile Rd, 48221

Neighborhood: Pembroke

District: 5

Description: Unique Auto Body is a certified automotive repair shop that services vehicles bumper to bumper with the exception of transmissions and engines and specializes in



suspension work. They offer a well lit parking lot as well as a clean and comfortable waiting area for customers.

Project Scope: This project includes new paint, new fencing and signage as well as new motion sensors for the alarm. The project will also include new overhead garage doors.

Total Project Cost: \$100,000

9. MNSN, Inc DBA Liquor Island

\$25,000

Owner: Mazin Najjar

Minority Owned

Address: 11731 Chalmers St., 48205

Neighborhood: Eden Gardens

District: 4

Description: Liquor Island is a neighborhood store that offers various food items including snacks, drinks, canned goods, sandwiches and alcohol. They also offer some basic household items such as cleaning supplies. Additionally, they offer patrons an ATM, money order sales, and some check cashing in a community that often finds itself without access to traditional banking services.

Project Scope: This project includes removal of original awnings, refacing the façade with stucco and new stone veneer along the bottom. Additionally, it will include new lighting, new signage and a repaved parking lot.

Total Project Cost: \$75,000

10. Welcome Home Yoga & Wellness Center, Inc DBA Welcome Home Yoga Wellness Racing Association

\$25,000

Owner: Robyn Childers

Women-Owned, LGBTQIA+ Owner

Address: 6375 W. Seven Mile Rd, 48221



Neighborhood: Bagley

District: 2

Description: Welcome Home Yoga & Wellness Center was founded on the belief in making yoga and wellness practices accessible to all, especially those in the community who have been historically underserved. They offer yoga classes, meditation, reiki, educational workshops, mentorships programs and teacher training, both online and in-person.

Project Scope: This project includes additional signage and outdoor electrical work, window tinting, as well as the addition of bike racks. Additionally, the project includes upgrades to window displays and exterior glass door replacement for handicap accessibility.

Total Project Cost: \$58,688

11. What's the Dill LLC

\$13,000

Owner: Leona Milton

Black-owned, Minority Owned, Women-Owned

Address: 4088 W. McNichols, 48221

Neighborhood: University District

District: 2

Description: What's the Dill is a breadless deli restaurant service serving Kosher Dill pickles studded with meats, veggies, cheese, sauce and seasonings. Their target customers are vegans, vegetarians, keto-dieters and those looking for gluten-free lunch options. They also offer cucumber, tomato and bell pepper sandwiches.

Project Scope: This project includes repaving the parking lot, enclosing the garbage area, adding new lights as well as a handicap ramp.

Total Project Cost: \$24,175



CODE EDC 24-05-91-145

MOTOR CITY MATCH ROUND 25 AWARDS: STAFFORD HOUSE AWARD – ENTITY CHANGE

WHEREAS, on January 23, 2024 the Board of Directors of The Economic Development Corporation of the City of Detroit (the “EDC”) approved the Motor City Match Round 25 awardees, including a Cash track award to Stafford House; and

WHEREAS, in preparing the grant agreement for Stafford House, it was determined that the appropriate awardee for this grant is the new business, NexLevel Engineering, rather than Stafford House, the building owner; and

WHEREAS, EDC staff is seeking approval to address the issue by changing the approved project entity from Stafford House to NexLevel Engineering & Design LLC, both located at 9301 Oakland Ave., Detroit, MI 48211 and owned by Lendon Crosby.

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors approves the change of awardee in the Motor City Match Round 25 Awards from Stafford House to NexLevel Engineering and Design LLC.

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

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

May 2, 2024



CODE EDC 24-05-91-146

**MOTOR CITY MATCH ROUND 25 AWARDS: GOOD VIBES LOUNGE EXPRESS INC
ADDRESS CORRECTION**

WHEREAS, on January 23, 2024 the Board of Directors of The Economic Development Corporation of the City of Detroit (the “EDC”) approved the Motor City Match Round 25 awardees, including a Cash track award to Good Vibes Lounge Express Inc; and

WHEREAS, in preparing the grant agreement for Good Vibes Lounge Express Inc, EDC staff discovered a scrivener’s error regarding Good Vibes Lounge Express Inc’s business address; and

WHEREAS, EDC staff is seeking approval to correct the scrivener’s error by changing the approved project address from 18597 Livernois, Detroit, Michigan 48221 to 18957 Livernois, Detroit, Michigan 48221.

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors approves the change to Good Vibes Lounge Express Inc’s business address in the Motor City Match Round 25 Awards from 18597 Livernois, Detroit, Michigan 48221 to 18957 Livernois, Detroit, Michigan 48221.

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.

May 2, 2024



CODE EDC 24-05-91-147

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

WHEREAS, the following businesses have been previously awarded a Motor City Match “Cash” or “Restore” award during Round 22: SIPP Enterprises L.L.C, Detroit Edge Management, Nepantla Cafe, Cold Truth Freezery, Accent Upholstering, Dexter Check Cashing, Royal Car Center, Wheelhouse Detroit, Fairline Foods Centers INC., In Harmony Café Sweets and More, Mr. Me Appliances (collectively, the “Awardees”); and

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

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

WHEREAS, EDC staff recommends that the Awardees’ Cash or Restore grant term be extended to June 30, 2025; and

WHEREAS, the EDC Board of Directors has determined that Staff’s recommendations are appropriate and within the best interests of the Program.

BE IT RESOLVED, that the EDC Board of Directors hereby approves the extension of the Awardees’ Cash or Restore grant term to June 30, 2025.

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.

May 2, 2024



CODE EDC 24-05-52-19

EAST RIVERFRONT: PARKING LOT AGREEMENTS

WHEREAS, The Economic Development Corporation (“EDC”) owns specific vacant parcels in the East Riverfront used as interim public parking, pending redevelopment, as follows: 1901 E Atwater, 2111 E Atwater, 2135 E Atwater and 2155 DuBois (the “Parking Lots”); and

WHEREAS, the Parking Lots were previously operated and managed pursuant to a contract between the EDC and EZ Parking and Metro Valet, which contract was terminated in fall, 2023; and

WHEREAS, the Parking Lot located at 2111 E Atwater, 2135 E Atwater and 2155 DuBois primarily services patrons of the Arthea Franklin Amphitheater (“AFA”); and

WHEREAS, the Parking Lot located at 1901 E Atwater is also subject to a lease agreement between the EDC and the Michigan Department of Natural Resources (“DNR”) for use of such Parking Lot by patrons of its Outdoor Adventure Center and other DNR patrons; and

WHEREAS, EDC staff recommends entering direct agreements with the DNR and AFA relating to the management of the Parking Lots as follows:

- 1) Exhibit A outlines the proposed terms and conditions to approve a lease agreement with the DNR for the use and operation of 1901 E. Atwater (the “DNR Lease”).
- 2) Exhibit B outlines the proposed terms and conditions of a management operating agreement with Parking Generations, LLC, on behalf of the AFA for 2111 E. Atwater, 2135 E. Atwater, and 2155 DuBois (the “AFA Management Contract”).

WHEREAS, the EDC Board of Directors has reviewed the foregoing requests and has determined they are consistent with the EDC’s goal for the revitalization of the East Riverfront and are otherwise appropriate and consistent with the EDC’s statutory purposes.

NOW, THEREFORE, BE IT, RESOLVED, that the terms of the DNR Lease and the AFA Management Contract are hereby approved.

BE IT FURTHER RESOLVED, that any two Officers, or any one of the Officers and any one of the Authorized Agents or any two of the EDC’s Authorized Agents, shall hereafter have the authority to negotiate and execute the DNR Lease and the AFA Management Contract in accordance with the terms herein described, together with such additional terms and deemed necessary or appropriate by EDC counsel, and all other documents, contracts, or papers, and to



take all actions, necessary or appropriate to implement the provisions and intent of this resolution on behalf of the EDC.

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

May 2, 2024 (Tabled)