

### APPROVAL OF MINUTES OF OCTOBER 30, 2017 MEETING

RESOLVED, that the minutes of the Special meeting of October 30, 2017 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.

November 14, 2017

## ECONOMIC DEVELOPMENT CORPORATION BOARD OF DIRECTORS SPECIAL MEETING MONDAY, OCTOBER 30, 2017 – 8:30 A.M.

BOARD MEMBERS PRESENT: Marsha Bruhn

Monique Claiborne Kimberly Clayson Linda Forte Chris Jackson Jonathan Quarles Matthew Roling

**BOARD MEMBERS ABSENT:** Mauric

Maurice Cox (Ex-Officio)

John Naglick (Ex-Officio)

William Ritsema Thomas Stallworth

**SPECIAL DIRECTORS** 

PRESENT:

None

**SPECIAL DIRECTORS** 

ABSENT:

None

OTHERS PRESENT:

Anthony Askew (DEGC/EDC)
Kyla Carlsen (DEGC/EDC)
Gay Hilger (DEGC/EDC)
Malinda Jensen (DEGC/EDC)
Jennifer Kanalos (DEGC/EDC
Glen Long (DEGC/EDC)
Rebecca Navin (DEGC/EDC)
Mariangela Pledl (DEGC/EDC)
Kelly Shovan (DEGC/EDC)



MINUTES OF THE ECONOMIC DEVELOPMENT CORPORATION BOARD OF DIRECTORS SPECIAL MEETING MONDAY, OCTOBER 30, 2017 DETROIT ECONOMIC GROWTH CORPORATION 500 GRISWOLD, SUITE 2200 - 8:30 A.M.

### **CALL TO ORDER**

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

### **GENERAL**

### **Approval of Minutes**

Ms. Forte asked if there were any additions, deletions or corrections to the minutes of the October 10, 2017 Regular Board meeting. Hearing none, the Board took the following action:

On a motion by Mr. Quarles, seconded by Mr. Roling, Resolution Code EDC 17-10-02-289 was unanimously approved.

### Receipt of Treasurer's Report

Ms. Shovan reviewed the Treasurer's Report of Receipts and Disbursements for the Month of September 2017 for the benefit of the Board and responded to questions.

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

On a motion by Mr. Roling, seconded by Mr. Quarles, resolution Code EDC 17-10-03-219 was unanimously approved.

### **PROJECTS**

### Motor City Match Recommendation for Round 9 Business Awards

Mr. Askew reported that on June 1, 2017, the EDC's Motor City Match program began accepting applications for Round 9 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 have:
	BUSINESS	Up to 50 winners	A great idea
	PLAN •	Free business planning class	
그	SPACE •	Up to 25 winners each round	A great idea
N N		Match making with top real estate	A great business plan
ST.		Financial planning assistance	
TECHNICAL ASSISTANCE	DESIGN	Up to 7 winners each round	A great idea
F 4		Design/build assistance	A great business plan
		Priority permitting	Space secured
		Financial planning assistance	

FINANCIAL ASSISTANCE	CASH	<ul> <li>Up to 10 winners each round</li> <li>Up to \$100,000 matching grant per winner</li> <li>Grants match your cash dollar-for-dollar.</li> <li>\$500,000 in grants per round for building</li> </ul>	<ul> <li>A great idea</li> <li>A great business plan</li> <li>Space secured</li> <li>A plan for build-out</li> </ul>
FIN		and business owners	<ul> <li>Funds ready to</li> </ul>
		Pitch to lending partners for financing	investment

When applications closed on July 3, 2017, the EDC had received over 200 business applications. Motor City Match had previously received over 3,000 applications since the program's inception.

The following information focuses on the selection and recommendation of awardees for:

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

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

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

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

- "Business Plan" applicants have great business ideas but haven't formulated a business plan yet or need help strengthening their business plans before pursuing space. In total, sixty (60) Business Plan finalists were selected.
- "Space" applicants are actively looking for space. These business applicants are either new business ventures that have a solid business plan or they are existing businesses with a track record of success and a plan to grow it. In total, fifty-seven (57) Space finalists were evaluated to determine awardees.
- "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 understanding of the money needed to start their business and complete renovations at their space. In total, thirty-five (35) Cash finalists were selected.

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

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

"Cash" finalists were required to submit supplemental information. "Cash" finalists submitted comprehensive financial information, including a standard loan application and personal financial statement. Motor City Match staff compiled this supplemental information to determine the financial need, equity investment and "financial gap" for each business. Next, Motor City Match staff met with a team of six local Community Development Financial Institution (CDFI) lending partners on September 29, 2017, to determine grant and loan investment required to fill the "financial gap" on each project. CDFI partners include Invest Detroit, Detroit Development Fund, Capital Impact Partners, LISC, Michigan Women's Foundation and Detroit Micro-Enterprise Fund. CDFI partners made commitments to explore lending the balance of the financial gap based on recommended grant investment from Motor City Match. Motor City Match staff used lender interest, participant scores, supplemental information and readiness to accept additional investment to determine "Cash" awardees and associated grant investment.

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

### EDC staff recommended:

- Fifty (50) "Business Plan" awardees for business planning presented in Exhibit A.
- Twenty-Six (26) "Space" awardees for site selection presented in Exhibit B.
- Seven (7) "Design" awardees presented in Exhibit C.
- Thirteen (13) "Cash" awardees to receive a total of \$500,000 in grant investment, as described in Exhibit D.

EDC staff will contract with independent business planning service providers to deliver services to "Business Plan" awardees. EDC anticipates that Build Institute and LifeLine will provide business planning training for up to 50 Round 9 Motor City Match "Business Plan" awardees.

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

EDC staff will hire contractual professional architect, engineering and construction providers to deliver design-build assistance to "Design" awardees. The EDC has approved four (4) design-build independent contractors to provide pre-development design services for seven (7) Round 9 Motor City Match "Design" awardees.

The EDC will enter into grant agreements with Round 9 Motor City Match "Cash" awardees and facilitate introductions to lending partners to pursue gap financing through these independent sources.

A resolution approving the recommendations of "Business Plan", "Space", "Design" and "Cash" awardees was included for the Board's consideration.

Mr. Askew responded to Board members' questions. Subsequent to the discussion, the Board took the following action:

On a motion by Ms. Bruhn, seconded by Mr. Quarles, Resolution Code EDC 17-10-91-48 was unanimously approved.

The Board requested the statistics on how many space awardees have gone on to receive design awards so that they can see how people are progressing. Mr. Askew said that he would get that information to the Board.

### Motor City Match Recommendation for Round 9 Building Awards

Mr. Askew advised that on June 1, 2017, the EDC's Motor City Match program began accepting applications from interested building owners for Round 9 of the Building Application Track ("Round 9"). The Building Application Track is for Detroit property owners with a vacant space looking for quality new tenants. Awards include predevelopment 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:
L ASSISTANCE	SPACE	<ul> <li>Listed as an available property viewable by hundreds of Business Competition candidates.</li> <li>Top 25 scoring buildings will be marketed as a "top destination for new business"</li> <li>Pre-development building assessment</li> <li>Match making with top businesses</li> </ul>	Be current and compliant     Judged most feasible for business
TECHNICAL	DESIGN	<ul> <li>Up to 7 awardees each round across both the building and business tracks</li> <li>Design/build assistance</li> <li>Priority permitting</li> <li>Financial planning assistance</li> </ul>	<ul> <li>Be current and compliant</li> <li>Judged most feasible for business</li> <li>Have a tenant secured</li> </ul>
FINANCIAL	CASH	<ul> <li>Up to 10 awardees each round across both the building and business tracks</li> <li>Up to \$100,000 matching grant per winner</li> <li>\$500,000 in grants per round for building and business owners</li> <li>Pitch to lending partners for financing</li> </ul>	<ul> <li>Be current and compliant</li> <li>Judged most feasible for business</li> <li>Have a tenant secured</li> <li>Have a plan for building renovations</li> <li>Have funds ready for investment</li> </ul>

When applications closed on July 3, 2017, the EDC had received twenty-five (25) applications ("Application") for spaces all across the city of Detroit. An Application typically refers to a single tenantable space within a property. One property may have submitted multiple Applications and the properties may have previously matched but have leaseable space.

Staff completed the following due diligence and evaluation process:

- Verified that the space referenced in the Application is current and compliant on property taxes, tickets, and water bills.
- 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 by EDC staff.
- EDC staff scores were averaged together to achieve the final score for building characteristics and vision, community and market support, and leverage.

- The score for building conditions was derived 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 results of the due diligence and evaluation process are the following:

- Of the twenty-five (25) applications considered for Round 9, four (4) applications were deemed ineligible because of condition or compliance. Three (3) property had been previously awarded, leaving eighteen (18) eligible Building Applications to be considered for Round 9 awards.
- Sixteen (16) eligible 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.

- Based on eligible applications and review of scores, EDC staff recommends the following Round 9 Building Owner Awards:
  - Space Awards. Sixteen (16) properties are recommended to receive "Space" awards as presented in Exhibit A, which includes marketing, a professional building assessment, real estate tours and other matchmaking activities with top Motor City Match business applicants. These top scoring buildings are recommended to receive "Top Property" designation to assist with marketing and tenant recruiting.
  - Design Awards. Seven (7) properties are recommended to receive "Design" awards in partnership with their tenants presented in Exhibit B, which includes architectural technical assistance for tenant build-out and building renovations.

EDC staff requested that the Board accept the current results of the Round 9 Building Application evaluation process and confirm the Applications that have been awarded "Space" and "Design" awards.

A resolution was provided for the Board's consideration.

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

On a motion by Mr. Jackson, seconded by Mr. Roling, Resolution Code EDC 17-10-91-49 was unanimously approved.

## CDBG Declared Disaster Recovery Award: Islandview/ Greater Villages Green Stormwater Infrastructure Project – Professional Services Agreement for Environmental & Geotechnical Services (Beltline Greenway) with SME

Mr. Robertson reported that the City of Detroit by and through its Housing and Revitalization Department, (the "City") has been awarded a Community Development Block Grant for Declared Disaster Recovery (CDBG-DDR) from the U.S. Department of Housing and Urban Development (HUD) in the amount of Eight Million Nine Hundred Thousand and 00/100 Dollars (\$8,900,000.00). The CDBG-DDR grant is designed to ameliorate future flooding and support the market through a number of projects and planning exercises.

With EDC board approval (#16-06-95-01), the EDC executed a sub recipient agreement with the City and was awarded \$2,593,500.00 from the City's CDBG-DDR grant. The City has requested that the EDC undertake construction management services with respect to the Beltline Greenway project and other related services. The federal funds will be used for project activities as it relates to the Islandview/Greater Villages Green Stormwater infrastructure Project.

As part of the project execution, the EDC solicited for quotes for Environmental & Geotechnical Services on June 2, 2017 for the Project. The basis for EDC contract awards are based on federal procurement policies set forth in 24 CFR 85.36. More specifically, this solicitation was made pursuant to the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1. EDC staff received three cost quotes to the request for quotes. The other firms responding to this RFQ were NTH Consultants and AKT Peerless.

EDC staff members reviewed all the cost quotes and have determined that SME provided the lowest cost and most responsive quote. EDC staff recommends approval of a Professional Services Agreement with SME. SME has an office in the City of Detroit. The proposed scope of services is attached as Attachment A.

EDC staff recommended that the Board of Directors authorize the execution of a Professional Service Agreement with SME, not to exceed Twenty-Eight Thousand Five Hundred Fifty and no/100 (\$28,550.00), to be paid out of the grant funds.

A resolution was included with the material for the Board's consideration and approval.

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

On a motion by Ms. Claiborne, seconded by Mr. Roling, Resolution Code EDC 17-10-95-04 was unanimously approved.

CDBG Declared Disaster Recovery Award: Islandview/ Greater Villages Green Stormwater Infrastructure Project – Professional Services Agreement for Environmental Consulting Services (Jos Campau Greenway & Rogell Property) with SME

Mr. Robertson stated that the City of Detroit by and through its Housing and Revitalization Department, (the "City") has been awarded a Community Development Block Grant for

Declared Disaster Recovery (CDBG-DDR) from the U.S. Department of Housing and Urban Development (HUD) in the amount of Eight Million Nine Hundred Thousand and 00/100 Dollars (\$8,900,000.00). The CDBG-DDR grant is designed to ameliorate future flooding and support the market through a number of projects and planning exercises.

With EDC board approval (#16-06-95-01), the EDC executed a sub recipient agreement with the City and was awarded \$2,593,500.00 from the City's CDBG-DDR grant. The City has requested that the EDC undertake construction management services with respect to the Beltline Greenway project and other related services. The federal funds will be used for project activities as it relates to the Islandview/Greater Villages Green Stormwater infrastructure Project.

As part of the project execution, the EDC solicited for quotes on August 24, 2017 for Environmental Consulting Services for the Project. The basis for EDC contract awards are based on federal procurement policies set forth in 24 CFR 85.36. More specifically, this solicitation was made pursuant to the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1. EDC staff received three cost quotes to the request for quotes. The other firms responding to this RFQ were NTH Consultants and AKT Peerless.

EDC staff members reviewed all the cost quotes and have determined that SME provided the lowest cost and most responsive quote. EDC staff recommends approval of a Professional Services Agreement with SME. SME has an office in the City of Detroit. The proposed scope of services was included with the board material as Attachment A.

EDC staff recommended that the Board of Directors authorize the execution of a Professional Service Agreement with SME, not to exceed One Hundred Forty-Six Thousand Eight Hundred Seventy-Five and no/100 (\$146,875.00), to be paid out of the grant funds

A resolution was included for the Board's consideration and approval.

With there being no other questions or discussion, the Board took the following action:

On a motion by Ms. Bruhn, seconded by Ms. Claiborne, Resolution Code EDC 17-10-95-05 was unanimously approved.

### **ADMINISTRATION**

### OTHER MATTERS

### **PUBLIC COMMENT**

### **ADJOURNMENT**

With there being no further business, Ms. Forte adjourned the meeting at 9:07 a.m.



### APPROVAL OF MINUTES OF OCTOBER 10, 2017 MEETING

RESOLVED, that the minutes of the Regular meeting of October 10, 2017 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.

October 30, 2017

### **ACCEPTANCE OF TREASURER'S REPORT FOR SEPTEMBER 2017**

RESOLVED, that the Treasurer's Report of Receipts and Disbursements for the period ending September 30, 2017, as presented at this meeting, is hereby in all respects accepted as action of the Economic Development Corporation.

October 30, 2017



### MOTOR CITY MATCH: ROUND 9 BUSINESS AWARDS

WHEREAS, EDC staff has completed due diligence and evaluation for applications ("Applications) in the ninth round ("Round 9") of the Motor City Match Business Application Track; and

WHEREAS, the EDC staff has provided recommendations to the Board, to receive grant investment for the "Cash" award categories subject to EDC Board approval; and

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

NOW, THEREFORE BE IT RESOLVED that the EDC Board of Directors, accepts the current results of the Round 9 Business Application evaluation process, and approves the Applications that have been recommended for "Business Plan" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 9 Business Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit B.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, accepts the current results of the Round 9 Business Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit C.

BE IT FURTHER RESOLVED, that the EDC Board of Directors, recommends to the EDC Board of Directors the approval of the "Cash" grant awards that were recommended by Staff pursuant to the Round 9 Business Application evaluation process, attached hereto as Exhibit D.

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

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

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

### Exhibit A Recommended "Business Plan" Awardees

Particular	
1. 313rd Koll3ctiv3 LLC	Art gallery, work, and event space
2. 44 Burrito	Mexican with a taste of soul
3. Alexa Leasing & Acquisitions, Inc.	Real estate investment and acquisitions
4. Always Right Program - Detroit	Customer service training program
5. Amarra Products	All natural skin care products
Beacon of Light Outreach Program and Resource Center	Resource and outreach community service
7. Beauty Couture By Xtian	Facial and body waxing studio
8. Books and Spice	Storefront with indie books, coffee, and jewelry fashions
Center For Young Entrepreneurs	Center for young entrepreneurs
10. Chandra & Prephan	Oral and visual presentation consulting
11. Club Trinity	Recreational themed club for young adults
12. Color Me Badd	Health and beauty
13. Darnell Floor Tech & Cleaning	Floor and carpet cleaning business
14. Dynamic Fitness and Dance Artistry	Better, healthy, fabulous "you'"
15. Eat Beauty	Beauty business offering hair, makeup, and waxing
16. Edu.Art.Cation	Creative arts and academic help
17. Era'Rejuv	Beauty and barber bar
18. Ever Flow Communications and Wiring	Telecommunications cabling and security camera installation
19. Expressive Collage Party	Unique personal, expressive collage party
20. Fly Birdy Hooch	Homemade sangria delivery service and bar
21. Goddess Crystal Steam	Feminine hygiene and vaginal steaming
22. Grace Banquet Hall and Conference Center	Banquet hall and conference center

23. Graffiti Park Studios	New media arts and entrepreneurship hub
24. Illumined Eagle Co, LLC dba Artistry Cafe & Lounge	Cafe with an artistry focus
25. JD Madison Investments, Inc.	Medical and therapeutic massage
26. Jobs in the "D"	Employing Metro-Detroit area residents
27. Large City Lifestyle & Fitness Co.	Healthy lifestyle fitness for overweight individuals
28. LeeAngel's Garments and Manufacturing dba Sleek and Sexy	Full figured mastectomy line manufacturer
29. Life Is Vital Detroit	Real food for real people
30. Local Grown Salads	Grow, harvest, and package organic salads
31. MI Mobile Pet Care, Inc	Mobile pet grooming
32. Motor City STEAM	STEM and arts education enrichment
33. No'Gmo Quality Alkaline H2O LLc.	Alkaline water and supplement retailer
34. P.I.O.M.	Literacy based tutoring program
35. Polly Dolly Detroit Clowns LLC.	Entertainment, party organizer, and service business
36. Rampent de accessories	Online accessories boutique
37. Rock City Boulders	Detroit's first indoor rock climbing gym
38. Scrub Life Lounge	Medical uniform and accessories sales
39. Simply Shrimp	Fast food carryout restaurant
40. So Icey Delights	Frozen snow cones
41. SUITSHOPPE	Retail men's clothing store
42. Sweet Confetti Party Shoppe	Party supply, rental, custom treats
43. Temptations Grill LLC	Carry-out barbecue restaurant
44. The Crib: A Coworking Space	Shared office / co-working space
45. The Great Escape	Family fun entertainment

46. The Travel Mug	International coffee house
47. TobeMc Senior Daycare	Quality senior daycare programming
48. Unique Designs	Unique, handcrafted jewelry
49. Universal Special Events Inc.	Valet service
50. Yell Sweets	Bakery employing high-school students

### Exhibit B Recommended "Space" Awardees

1. "a Taste of Hastings Street"	Paradise Valley / Black Bottom total immersion experience restaurant
2. AkibaH Health Corporation	World's first smartphone case glucometer
3. Alternative Center	Methadone treatment center
4. Bearly Articulating, LLC	Co-working + Childcare
5. Brut Detroit Wine Bar	Pop-Up wine bar and events
6. Cockadoodle	Brunch and smoked meats
7. COUP D'ÉTAT	Women's shoes and accessories boutique
8. Crystal's Cheesecakes, LLC	Manufacturing and selling cheesecakes
9. Detroit Mama Hub	Holistic wellness center for mothers
10. Detroit Teas, LLC	Restaurant and retail
11. Detropolis (created by Hero or Villain Food Truck & Offworld Arcade)	Arcade bar with fast casual dining
12. Harmony Preschool	Child care and family services
13. Held	Handmade ceramic planters and housewares
14. Latitude Training Center	Training center for nurse aides
15. Lavender Mobile Spa	Mobile spa service provider
16. Lil' Dumplins	Early arts education
17. Local Grown Salads	Grow, harvest, and package salads
18. Lush Yummies Pie Company LLC	Fourth generation pie company
19. Noir Sportwear	Women's sportswear and athleisure apparel retailer
20. Parker Avenue Nail Salon	Luxury nail care salon
21. Partners for Americas Classrooms, LLC	Service provider for K-12 schools
22. Rock Prior Group, LLC	Shoe business

23. Simple Math LLC	Math tutoring business	
24. Sweet Dreamz Creamery, LLC	Ice Cream Parlor with baked goods	
25. Tail-Labrations, LLC	Pet treats and accessories	
26. The Upperow	Affordable luxury clothing for all	

### Exhibit C Recommended "Design" Awardees

Artistic Flesh Tattoo & Supply	Custom tattoos, piercings, and equipment
2. Chugga's Main Street Bakery, LLC	Commercial and retail bakery
3. City Food Community Concepts	Food-based community development
4. Home Sweet Home Specialty Bakery	Specialty retail bakery
5. P'Lacio's Foods LLC DBA Arroz Con Pollo	Panamanian and Honduran fusion restaurant
6. The Millionairess Stylist Studios	Women's apparel, accessories, and salon services
7. Urbanum	Home decor

### Exhibit D Recommended "Cash" Awardees

### 1. Detroit Lash & Brow

**Grant:** \$10,000

Owner: Tamika Newsome

**Location:** 17215 Mack Ave. Detroit, on the East side (District 4)

**Description:** Detroit Lash & Brow is an eyelash and eyebrow extensions and tinting service. The business has been operating for two years and is moving to locations to the City of Detroit. The new location also allows for a retail setup adding an additional revenue stream to the business. Detroit Lash & Brow is a minority, woman, city of Detroit resident-owned business. The business serves the community through training classes and complementary services for cancer patients.

Total expected investment: \$23,000

### 2. The Social Club Grooming Co.

Grant: \$20,000

Owner: Sebastian Jackson

Location: 1515 Broadway, Downtown (District 6)

**Description:** The Social Club Grooming Co. is a community barbershop that uses the barbershop experience to connect, inspire, and empower people living in emerging communities around the world. The business hosts a monthly forum in the barbershop space called "ShopTalk," inviting local and global innovators to participate in panel discussions where they tell their story while receiving a haircut. The business has been operating for five years in Midtown and is now opening a second location in the Wurlitzer building which is being developed into a boutique hotel. The business is minority owned and serves the community by breaking down barriers through intentionally diverse hiring practices and community conversation.

Total expected investment: \$97,000

### 3. Primary Colors Early Childhood Center

Grant: \$20,000

Owner: Loraine Smith-Hines

Location: 16515-16511 Schoolcraft in Grandmont Rosedale neighborhood (District

**Description:** Primary Colors Early Childhood Center is a state licensed, full-service childcare facility specializing in pre-k education using theme-based programming for children ages two-and-a-half to five years old. The business also provides summer camp, latch key, tutoring, transportation and services from birth to two-and-a-half years old. The center has been operating for three years in the Grandmont Rosedale neighborhood and is opening a second facility to meet increased demand for childcare in the community. The new location will also serve as a resource center for parents to use computers and printers, as well as an entertainment space for children's birthday parties and other events. The business is minority, woman, native Detroit resident-owned.

Total expected investment: \$55,000

### 4. Detroit Wedding Studio

Grant: \$20,000

Owners: Carrie Gentry

**Location:** 2921 East Jefferson in the East Riverfront neighborhood (District 5)

**Description:** Detroit Wedding Studio provides wedding planning and coordinator services. The business has been operating for three years out of an office and is expanding to a Motor City Match property. The new location will provide additional meeting space to service more clients and allow the business to showcase wedding products and services from other vendors. Motor City Match awardee Beautiful Bridal is also located inside the building and has curated other tenant spaces to provide a one-stop wedding experience in the city of Detroit. The business is minority, woman owned.

Total expected investment: \$50,000

### 5. New Center Eatery

Grant: \$25,000

Owners: Johnny Cannon

**Location:** 6549 Woodward Ave in New Center (District 5)

**Description:** New Center Eatery is a casual dining and carry out restaurant serving the community for over 14 years. The business is moving out of its current location due to uncontrollable circumstances; the Motor City Match grant will allow the business to move to another location around the block and continue serving the community it has operated in for over a decade. The business is also committed to employing locally and will create 4-6 new jobs in the larger new location. New Center Eatery is a minority owned business.

Total expected investment: \$100,000

### 6. D&D Cuisine, LLC

**Grant:** \$35,000

Owner: Damon Lockett

**Location:** 6549 Woodward Ave on the Avenue of Fashion (District 2)

**Description:** D&D Cuisine is an American cuisine gourmet restaurant. The business has been operating successfully as a carryout-only restaurant for ten months. The new location will allow the business to meet growing demand and provide sit-down service for customers. The business is minority, Detroit resident-owned.

Total expected investment: \$182,000

### 7. Urban Flavors

**Grant:** \$45,000

**Owners:** Cleveland Crumsey

Location: 9215 E. Jefferson Ave in East Village (District 5)

**Description:** Urban Flavors is a start-up restaurant promoting local organic dishes catering to urban culinary lovers. The restaurant will provide quality food at affordable prices in a family friendly environment using natural, local and sustainable sourced food. Run by a husband and wife team, the business is minority, Detroit-resident owned.

Total expected investment: \$160,000

### 8. The Noel Group LLC DBA The Detroit Pepper Company

Grant: \$45,000

Owner: Marlin Hughes

Location: 17180 E Warren in East English Village (District 4)

**Description**: Detroit Pepper Company is a start-up healthy alternative fast casual restaurant serving stuffed peppers, smoothies and raw juices. The business caters to the health-conscious consumer aiming to increase access to healthy, high quality and affordable food options in the neighborhood. The owners son has autism so a key mission and purpose of the company is to empower and encourage children with autism and others with disabilities to accomplish their goals through training and job creation. The business is minority, Detroit resident-owned.

Total expected investment: \$236,500

### 9. LPS-2 Inc.

**Grant:** \$45,000

Owner: Michael Dorsey

**Location:** 1200 Oakman Blvd. Bldg. D on the Focus Hope campus (District 2)

**Description**: LPS-2 is a green remanufacturing company of compatible toner cartridges for laser printers. The business is 100% veteran with service disability and minority-owned, operating for ten years as a tier 1 vendor for a major health and hospital provider. After closing their operation in the metro Detroit suburbs due to environmental conditions, the owner sought to re-open in the city of Detroit. The new location will allow the business to expand operations and fulfill demand for several new contracts with the health hospital provider. The business is committed to hiring veterans with service disabilities and Detroit residents as well as supporting employees to obtain GED or college education.

Total expected investment: \$166,000

#### 10. The Work Inc.

Grant: \$50,000

Owner: Edward Knight, Jesse Ford, Shane Ford, Christopher Gruse, Jerome Wald

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**Location:** 2933 Gratiot Avenue in Poletown East (District 5)

**Description**: The Work Inc. is a leading premium content and video production company in Detroit that provides a one-stop shop for all production needs. Operating for seven years the company has a strong client base and growing revenues. The business has outgrown their current location and purchased a building to expand their operations and hire 2-4 additional employees. The new location includes two buildings along a vacant block on Gratiot one block east of past Motor City Match design awardee, Playground Detroit. The site will have four retail spaces, two floors of operation for The Work Inc. and a floor dedicated for co-working space serving 2-3 additional start-up companies. Majority of the business owners are Detroit residents.

**Total expected investment:** \$3,000,000

### 11. The Platinum Chef

**Grant:** \$50,000

Owners: Rhoda St Luce

Location: 1111 Bellevue St. in the Islandview neighborhood (District 5)

**Description**: The Platinum Chef is a vegan, Carribean baked goods business operating for six years. The new location will allow the business to expand their manufacturing and distribution to fulfill a new contract with Whole Foods in Illinois. The space will also serve as a hub to promote healthy living awareness in the community through educational programs that employ local residents through an MEDC Community Ventures DRAP program. The business is minority, woman owned.

Total expected investment: \$306,000

#### 12. Olive Seed

Grant: \$60,000

Owner: Latricia Wright

Location: 3179 Franklin Street in the East Riverfront neighborhood (District 5)

**Description:** Olive Seed is a natural health and wellness provider offering workshops, cooking demonstrations, consulting services, and carefully selected completely natural products. The business has been operating out of the suburbs for seven years and is moving their business to the City of Detroit. In addition to serving large corporate clients such as GM and Quicken Loans, Olive Seed educates children, low income families, and offers free workshops and discounts for veterans. The business is minority, woman, Detroit resident-owned and is a past Space and Design awardee. Olive Seed will also be locating in a Motor City Match property.

Total expected investment: \$242,000

### 13. One Stop Property Maintenance LLC

Grant: \$75,000

Owners: Kenji Lemon

Location: 10331 Hamilton and 10337 Hamilton in the Boston Edison/Arden Park

neighborhood (District 5)

**Description:** One Stop Property Maintenance is an exterior commercial facility maintenance business including turf maintenance, snow removal and power washing. The business is growing out of a home-based office into a commercial property allow for hiring of administrative staff and additional equipment storage to expand operations. The business has been operating for 11 years with a strong client base such as Techtown, Detroit Public Schools, and CVS, and is committed to hiring Detroit residents. One Stop Property Maintenance is a Motor City Match design awardee. The business is minority, Detroit resident-owned.

Total expected investment: \$375,000



### MOTOR CITY MATCH RECOMMENDATION FOR ROUND 9 BUILDING AWARDS

WHEREAS, EDC staff has completed extensive due diligence and evaluation for applications ("Applications) for the ninth round ("Round 9") of the Motor City Match Building Application Track; and

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

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

NOW, THEREFORE BE IT RESOLVED, that the EDC Board of Directors accepts the current results of the Round 9 Building Application evaluation process, and approves the Applications that have been recommended for "Space" awards, attached hereto as Exhibit A.

BE IT FURTHER RESOLVED, that the EDC Board of Directors accepts the current results of the Round 9 Building Application evaluation process, and approves the Applications that have been recommended for "Design" awards, attached hereto as Exhibit B.

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

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

October 30, 2017

# Exhibit A Motor City Match: Round 9 Recommended "Space" Awardees – Top Property Designation October 30, 2017

Property Street Address	Type of Building	Available Square Footage	Multi-Tenant Building	Condition Category
10935 Shoemaker	Commercial	4000	Yes	Fair
1200 Washington	Commercial	4000	Yes	Good
12740 14th	Commercial	876	No	Fair
1347 Fisher parcel address 1343	Commercial	5500	Yes	Good
15055 Hubbell	Commercial	200000	Yes	Fair
16511-16515 Schoolcraft	Commercial	2400	No	Fair
17215 Lahser	Commercial	3999	No	Poor
20531 W Joy	Commercial	1720	No	Great
23 E Adams	Co-working	800	Yes	Good
3200 Gratiot	Commercial	1200	No	Fair
3700 3rd	Other	6500	Yes	Fair
4430 W Vernor	Commercial	3600	Yes	Fair
714 E State Fair	Commercial	3600	Yes	Good
8110 Mack	Commercial	7750	Yes	Good
8401-8409 Livernois	Commercial	4000	Yes	Good
9354 Oakland	Commercial	2100	Yes	Good

# Exhibit B Motor City Match: Round 9 Recommended "Design" Awardees October 30, 2017

Business Name	Description	Property Address	Disposition
Artistic Flesh Tattoo & Supply	Custom tattoos, piercings, and equipment	3131 Woodward	Tenant
Chugga's Main Street Bakery, LLC	Commercial and retail bakery	8535 Vernor	Tenant
City Food Community Concepts	Food-based community development	6224 16th	Owner
Home Sweet Home Specialty Bakery	Specialty retail bakery	14420 E Jefferson	Tenant
P'Lacio's Foods LLC DBA Arroz Con Pollo	Panamanian & Honduran fusion restaurant	2024 Springwell	Tenant
The Millionairess Stylist Studios	Women's apparel & accessories, salon services	19434 Livernois	Tenant
Urbanum	Home decor	6541 Woodward	Tenant



CDBG DECLARED DISASTER RECOVERY AWARD: ISLANDVIEW/ GREATER VILLAGES GREEN STORMWATER INFRASTRUCTURE PROJECT – PROFESSIONAL SERVICES AGREEMENT FOR ENVIRONMENTAL & GEOTECHNICAL SERVICES (BELTLINE GREENWAY) CONSULTING SERVICES WITH SME

WHEREAS, the City of Detroit, by and through its Housing and Revitalization Department, (the "City") has been awarded a Community Development Block Grant for Declared Disaster Recovery (CDBG-DDR) from the U.S. Department of Housing and Urban Development (HUD) in the amount of Eight Million, Nine Hundred Thousand and 00/100 Dollars (\$8,900,000.00); and

WHEREAS, CDBG-DDR is designed to ameliorate future flooding and support market recovery through a comprehensive approach to resiliency; and

WHEREAS, with EDC board approval (#16-06-95-01), the EDC executed a sub-recipient agreement with the City and was awarded \$2,593,500.00 from the City's CDBG-DDR grant to undertake construction management services with respect to the Islandview/Greater Villages Green Stormwater Infrastructure Project.

WHEREAS, the EDC solicited for quotes on June 2, 2017 for Environmental & Geotechnical Services for the Project and this solicitation was made pursuant to the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1; and

WHEREAS, EDC staff received three cost proposals to the request for quotes, and EDC staff members reviewed all the cost proposals and have determined that SME provided the lowest cost and most responsive quote.

WHEREAS, EDC staff recommends approval of a Professional Services Agreement with SME and the proposed scope of services is attached as Attachment A.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of the Economic Development Corporation of the City of Detroit hereby authorizes the execution of a Professional Service Agreement with SME, not to exceed Twenty-Eight Thousand Five Hundred Fifty Dollars (\$28,550.00), to be paid out of the funds.

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

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



CDBG DECLARED DISASTER RECOVERY AWARD: ISLANDVIEW/ GREATER VILLAGES GREEN STORMWATER INFRASTRUCTURE PROJECT — PROFESSIONAL SERVICES AGREEMENT FOR ENVIRONMENTAL CONSULTING SERVICES (JOS CAMPAU & ROGELL PROPERTY) WITH SME

WHEREAS, the City of Detroit, by and through its Housing and Revitalization Department, (the "City") has been awarded a Community Development Block Grant for Declared Disaster Recovery (CDBG-DDR) from the U.S. Department of Housing and Urban Development (HUD) in the amount of Eight Million, Nine Hundred Thousand and 00/100 Dollars (\$8,900,000.00); and

WHEREAS, CDBG-DDR is designed to ameliorate future flooding and support market recovery through a comprehensive approach to resiliency; and

WHEREAS, with EDC board approval (#16-06-95-01), the EDC executed a sub-recipient agreement with the City and was awarded \$2,593,500.00 from the City's CDBG-DDR grant to undertake construction management services with respect to the Islandview/Greater Villages Green Stormwater Infrastructure Project.

WHEREAS, the EDC solicited for quotes for survey services on August 24, 2017 for Environmental Consulting Services for the Project and this solicitation was made pursuant to the "small purchase procedure" method of procurement per 24 CFR 85.36(d)1; and

WHEREAS, EDC staff received three cost proposals to the request for quotes, and EDC staff members reviewed all the cost proposals and have determined that SME provided the lowest cost and most responsive quote.

**WHEREAS**, EDC staff recommends approval of a Professional Services Agreement with SME and the proposed scope of services is attached as Attachment A.

**NOW, THEREFORE, BE IT RESOLVED,** that the Board of Directors of the Economic Development Corporation of the City of Detroit hereby authorizes the execution of a Professional Service Agreement with SME Eagineers, not to exceed One Hundred Forty-Six Thousand Eight Hundred Seventy-Five Dollars (\$146,875.00), to be paid out of the grant funds.

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

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