David Whitaker, Esq.
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City of Detroit
CITY COUNCIL
LEGISLATIVE POLICY DIVISION

208 Coleman A. Young Municipal Center
Detroit, Michigan 48226
Phone: (313) 224-4946 Fax: (313) 224-4336

TO: Rodrick Miller, President
Detroit Economic Growth Corporation (DEGC)

FROM: David Whitaker, Director
Legislative Policy Division

DATE: March 10, 2016

RE: 2016-2017 Budget Analysis

Attached is our budget analysis regarding your agency's budget for the upcoming 2016-2017 Fiscal Year.

For your information, City Council will not conduct a budget hearing with your agency during this budget process in order for Council to meet the budget requirements of the Financial Review Commission (FRC) per Public Act 181 of 2014, which requires the City to submit its budget to the FRC 100 days prior to the commencement of the City's fiscal year, or March 23, 2016. This requirement limits the number of budget hearings Council can have during this budget process.

However, your agency's usage of public dollars continues to be extremely important to the City Council. Therefore, please respond in writing to the issues/questions raised in our analysis regarding your agency that is attached. We would then appreciate a written response to the issues/questions within a week. Please forward a copy of your responses to the Council members and the City Clerk's Office. In addition, Council may wish to schedule a discussion with you to discuss your responses on a date after the budget process.

Please contact us if you have any questions regarding our budget analysis.

Thank you for your cooperation in this matter.

Attachments

cc: Councilmembers
Auditor General's Office

Tom Lewand, Group Executive-Economic Development & Jobs
John Hill, Chief Financial Officer
Tanya Stoudemeir, Budget Director
Tina Tolliver, Deputy Budget Director
Renee Short, Budget Team Leader
Glen Long, DEGC Chief Financial Officer
Aliyah Sabree, Mayor's Office

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Detroit Economic Growth Corporation/
Economic Development Corporation/
Downtown Development Authority

FY 2016-2017 Budget Analysis by the Fiscal Analysis Division

Detroit Economic Growth Corporation (DEGC)

The DEGC is a private nonprofit development organization of public, business, labor and community leaders established to assist business in expanding or locating in Detroit and bringing new investments to the City. The DEGC provides staff and other administrative services to the Downtown Development Authority (DDA), Local Development Financing Authority (LDFA), the Economic Development Corporation (EDC), Detroit Brownfield Redevelopment Authority (DBRA), and the Eight Mile Woodward Corridor Improvement Authority. These development entities do not contain any staff.

The DEGC also works directly for the City of Detroit under contract and manages economic development efforts funded by private and foundation contributions, grants and contracts. The DEGC receives funding primarily from the City of Detroit through its Housing and Revitalization Department (HRD), the DDA, the EDC and corporate contributions. The DDA, LDFA, EDC and DBRA contributions to the DEGC's budget serve as reimbursement to the DEGC for staff services, office space, and operating expenses.

In Mayor Duggan's budget for 2016-17 for HRD, the City through the HRD is contributing $867,000 to the DEGC (see Attachment I). The chart below shows the City's contributions to the DEGC since 2010-11:

City of Detroit's Contribution to the Detroit Economic Growth Corporation from Its Housing and Revitalization Department (formerly the Planning and Development Department)							
							Recommended
	FY 2010-11	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	**FY 2016-17**
Contri-bution Amount	$1,000,000	$850,000	$850,000	$850,000	$850,000	$867,000	**$867,000**

The DEGC feels the City's contribution helps the organization provide citywide proactive business attraction and retention efforts, work on vital economic development projects, and continue to work with the HRD during pre-development stages on City projects.

As of the date of this report, the DEGC has not completed the development of its operating budget for 2016-17. The Legislative Policy Division anticipates receiving this budget by early May 2016, and at that time, will compare it to DEGC's 2015-16 budget, and look to provide City Council an updated budget analysis at that time.

Attachment II represents DEGC's operating budget for 2015-16.

Attachment III represents DEGC's progress report for 2015-16.

Attachment IV is from the DEGC's website and it provides a synopsis of the services provided by the DEGC.

Attachment V represents DEGC's 2015 Projects for Progress list.

Economic Development Corporation (EDC)

In Mayor Duggan's budget for 2016-17 for HRD, the City through the HRD is contributing $200,000 to the EDC (see Attachment I). The chart below shows the City's contributions to the EDC since 2010-11:

City of Detroit's Contribution to the Economic Development Corporation from Its Housing and Revitalization Department (formerly the Planning and Development Department)							
							Recommended
	FY	FY	FY	FY	FY	FY	**FY**
	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	**2016-17**
Contri-							
bution							
Amount	$300,000	$255,000	$255,000	$255,000	$255,000	$200,000	**$200,000**

As of the date of this report, the DEGC has not completed the development of the EDC operating budget for 2016-17. The Legislative Policy Division anticipates receiving this budget by early May 2016, and at that time, will compare it to EDC's 2015-16 budget, and look to provide City Council an updated budget analysis at that time.

Attachment VI represents EDC's operating budget for 2015-16. The EDC receives transfers from other funds or projects in the form of project fees. The EDC receives projects for the Casino Development Fund, the Waterfront East Reclamation project, etc., as well as other service fees and loan repayments consistent with the current fiscal year. The project fees are temporary sources of revenue. Attachment VI represents EDC's total operating budget for the current fiscal year, and it provides the project fee sources. The EDC board approves this budget. Council approves the City contribution and project fees stemming from contracts your Honorable Body approve between the EDC and the City of Detroit for a particular project/fund, such as the Casino Business Fund.

Downtown Development Authority (DDA)

The DDA, a public corporation for the City of Detroit, was established for the purpose of promoting and developing economic growth in the City of Detroit's downtown business district. The DDA has been authorized to fund its General Fund (operating) budget by an ad valorem tax of one mill on real and tangible personal property not exempt by law in the downtown development district, and by a levy on the increased assessed value of

a tax increment district, and the issuance of negotiable revenue and tax increment bonds to finance the development activities of the DDA.

Note: the DDA could receive two mills on real and personal property for operating purposes based on the 2010 Census count results.

Unlike the DEGC and EDC, the DDA does not receive a General Fund contribution. Therefore, the DDA feels it does not need to come before Council during any DEGC and EDC budget hearing. The DDA has expressed that they would be willing to address any DDA concerns that Council may have when their operating budget is presented to them in June. Attachment VII represents the current year's operating budget for the DDA City Council approved in July 2015.

Council will recall as well that pursuant to State Public Act No. 197, Council approves the Tax Increment Finance Plan, which delineates the anticipated development projects in the downtown area. Whenever the TIF Plan is amended, the DDA board must first approve the amendments, and then the amendments come before Council for approval. This process additionally gives Council an opportunity to review the DDA's policies, plans, and procedures as they relate to development activity in the downtown area.

Attachment VIII represents DBRA's operating budget for 2015-16.

Attachment IX represents LDFA's operating budget for 2015-16.

Issues and Questions

DEGC

Please provide an updated organization chart.

Please provide the Legislative Policy Division a copy of DEGC's 2016-17 operating budget as soon as possible after it is developed.

What major new economic projects the DEGC anticipates working on in 2016-17 for both downtown and neighborhood development?

Does the DEGC anticipate the DDA board approving any modifications to the Tax Increment Financing Plan and Development Plan for Development Area No. 1 soon for Council's approval?

According to the D2D Business Impact Report for June 2012-June 2015 (Attachment X, page 2), the D2D Buyer's Council[1] purchases from Detroit-based companies were as follows:

[1] The D2D Buyers's Council is comprised of 17 companies and institutions that have agreed to increase their spend with quality vendor companies (page 2 of Attachment X).

2012	$550 million
2013	$810 million, plus 47%
2014	$925 million, plus 14%

Please provide a number for 2015, if available.

Has the Motor City Match program (Attachment XI) met or exceeded expectations at this point in the program? Will the DEGC increase outreach initiatives to encourage more usage of this program?

EDC

The City's contribution to the EDC has declined from $255,000 to $200,000 for 2016 and 2017. What impact does this decline has on EDC's operations?

Please provide the Legislative Policy Division a copy of EDC's 2015-16 operating budget as soon as possible after it is developed.

What major industrial projects you have on the horizon?

BRDA

Please provide the most recent spreadsheet of brownfield redevelopment projects with anticipated investment and job creation levels.

Has the number of brownfield redevelopment projects increased this fiscal year as compared to last year due to an improved economy?

How many brownfield redevelopment projects are still eligible to receive Michigan Business Tax credits?

LDFA

LPD understands that the Local Development Finance Authority is not generating sufficient tax increment revenues to meet debt service requirements due to declining property taxable values; so as a result, the LDFA has had to use reserves to cover debt service requirements. Will the LDFA have sufficient reserves to cover the remaining debt service requirements? How many years are remaining to pay off the LDFA bonds?

Attachments

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CITY OF DETROIT
Budget Development Attachment I
Financial Detail by Appropriation and Organization

Appropriation Organization	2015-16 Adopted	2016-17 Recommended	2017-18 Forecast	2018-19 Forecast	2019-20 Forecast
00014 HRD Community Development	**49,300**	**1,400,000**	**1,365,000**	**1,305,623**	**1,253,398**
360130 Community Development	49,300	1,400,000	1,365,000	1,305,623	1,253,398
00595 HRD Economic Development Corporation	**200,000**	**200,000**	**195,000**	**186,518**	**179,057**
360134 Economic Development Corporation	200,000	200,000	195,000	186,518	179,057
00597 HRD Economic Growth Corporation	**867,000**	**867,000**	**845,325**	**808,553**	**776,211**
360135 Economic Growth Corporation	867,000	867,000	845,325	808,553	776,211
05537 HRD Investor Owned Rehabilitation	**-**	**-**	**-**	**-**	**-**
365160 HOME Administration	-	-	-	-	-
05797 HRD Eight Mile Boulevard BG	**25,000**	**25,000**	**23,723**	**23,409**	**23,017**
360600 Eight Mile Boulevard BG	25,000	25,000	23,723	23,409	23,017
10409 HRD Economic Development Small Business	**-**	**1,500,000**	**1,423,403**	**1,404,572**	**1,381,047**
362742 Housing CDBG Match - Lead Grant	-	1,500,000	1,423,403	1,404,572	1,381,047
10821 HRD HOME 02 03	**5,662,334**	**3,746,101**	**3,746,101**	**3,746,101**	**3,746,101**
363001 HOME CHDO Project Financing	3,662,334	3,746,101	3,746,101	3,746,101	3,746,101
11496 HRD Public Facility Rehabilitation	**-**	**1,426,116**	**1,353,292**	**1,335,388**	**1,313,021**
364040 Public Facility Rehabilitation	-	1,426,116	1,353,292	1,335,388	1,313,021
11507 HRD Economic Development	**1,782,253**	**-**	**-**	**-**	**-**
364042 Economic Development	1,782,253	-	-	-	-
12168 HRD Homeless Public Services	**2,537,347**	**2,537,147**	**2,407,588**	**2,375,736**	**2,335,946**
364050 Homeless Public Service	2,537,347	2,537,147	2,407,588	2,375,736	2,335,946
12945 HRD Unassigned Projects	**2,738,209**	**2,010,295**	**1,907,640**	**1,882,384**	**1,850,857**
362009 Unassigned Projects	2,738,209	2,010,295	1,907,640	1,882,384	1,850,857
13170 HRD Neighborhood Outreach and Administra	**5,044,055**	**1,196,659**	**1,171,448**	**1,197,120**	**1,224,195**
365707 Office of Programmatic Underwriting - NO	-	1,196,659	1,171,448	1,197,120	1,224,195
13171 HRD HOME Administration	**406,926**	**416,233**	**416,233**	**416,233**	**416,233**
365160 HOME Administration	406,926	416,233	416,233	416,233	416,233
13340 HRD Emergency Solutions Grant	**2,862,103**	**2,575,893**	**2,575,893**	**2,575,893**	**2,575,893**
361507 Emergency Solutions Grant - Staff	214,658	193,192	188,362	182,711	175,403
361508 Emergency Solutions Grant - Projects	2,647,445	2,382,701	2,387,531	2,393,182	2,400,490

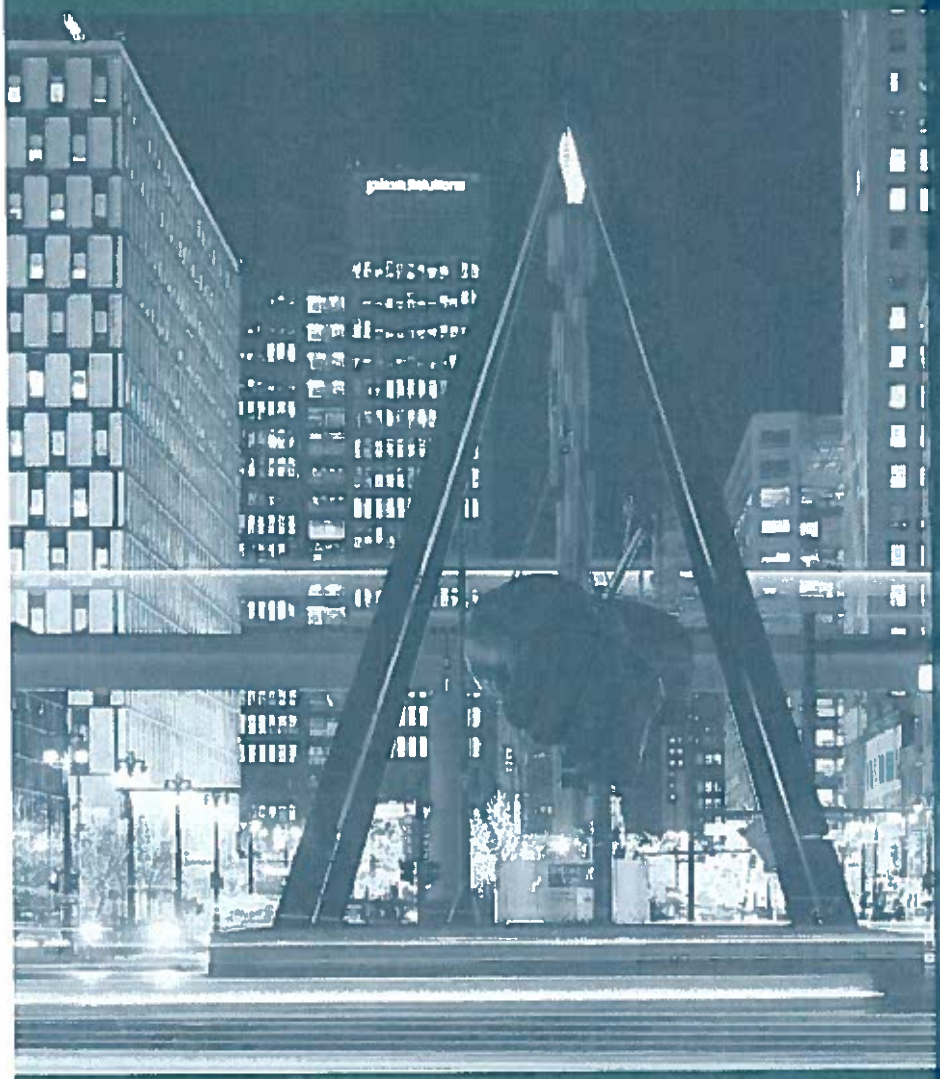
Attachment II

DETROIT ECONOMIC GROWTH CORP
REVISED OPERATING AND PROGRAM REVENUE SOURCES
2015-16

SOURCES	2015-16 BUDGET
CITY CONTRACT	867,000
PUBLIC AUTHORITIES	3,705,000
FEE FOR SERVICES	299,000
PRIVATE SECTOR	425,000
FOUNDATION FUNDING	1,449,000
OTHER INCOME	55,000
BUDGET DEFICIT	0
TOTAL REVENUE	6,800,000
USES	
PERSONNEL	5,422,700
CONTRACT SERVICES	269,000
TRAVEL/MEETINGS& MARKETING	294,700
RENT/UTILITIES/INSURANCE	438,500
EQUIPMENT	237,500
OTHER	137,600
TOTAL EXPENSES	6,800,000
DIFFERENCE	0

Attachment III

Detroit Economic Growth Corporation



Powering Progress

2016 Action Plan

DEGC

We're all business.

It is an exciting time to live, work, and play in Detroit!

Our economy is growing at an incredible rate and the Detroit Economic Growth Corporation is playing a lead role in driving this investment in a sustainable and thoughtful way. Between 2006 - 2012, Detroit had $1.5B in new private investments; over the following two years we experienced an additional $2.6B in new investments. Our recovery and revitalization is undeniable. From London to Shanghai and Seattle to Miami, Detroit is on the lips of companies looking for expansion opportunities, real estate investors and developers that want to do catalytic projects, and entrepreneurs seeking a welcoming community. The question now is how we leverage that momentum to build a sustainable, robust, and inclusive economy. The DEGC has been at the forefront of driving economic progress as the City's official economic development partner for over 35 years.

Detroit is at a unique crossroads. Global investors are beginning to see market evidence which demonstrates what we've always known, Detroit is a great investment with world class people, infrastructure, and assets. Concomitantly, local Detroiters are exploiting new opportunities in the city through initiatives such as Motor City Match and the D2D program. Now more than ever, laser focus is required on the things that matter to position the city for sustainable growth. Mayor Duggan has provided exemplary leadership in ensuring that city government performs. Meanwhile, our boards and investors continue to provide us with funding and insights that allow us to develop thoughtful and effective strategies and programs.

We are working diligently to design and implement innovative solutions that drive investments and create jobs. Now is the time to reengage, coordinate, and partner more comprehensively than ever. This action plan clarifies what we do, how we do it, and provides tangible metrics for monitoring progress.

Our 2014 Progress Report highlighted the many companies, large and small, that we have been able to directly assist, driving over $500M in investment and 4,700 new and retained jobs to the city last year. This Action Plan provides concrete steps that the DEGC staff will take in partnership with a host of partners to further advance Detroit's economy.

We have reorganized our staff and refined our work to ensure that our economy continues to advance and that everyone can participate in our burgeoning prosperity. In keeping with our philosophy of transparency, we deemed it essential to share more detail around how we will promote the city and deliver our core services. This Action Plan outlines the work that will guide each of the divisions within the DEGC for 2016 and provides clear performance metrics to align the expectations of our diverse stakeholders.

Performance measures are an important part of our work. The amount of investment made, the number of jobs produced and retained, the number of Detroit-based businesses we support, and our ability to communicate Detroit's economic competitiveness matter. This Action Plan clarifies our work, provides sound metrics for accountability, and increases our transparency.

Unfortunately, we don't control all of the factors that determine business investment decisions which can make measuring our work difficult. Nevertheless, we have a clear responsibility to be good stewards of our limited resources, leverage partner relationships, and diligently work to secure the best future for Detroit.

New opportunities exist today that warrant different strategies and approaches. We've outlined some of the new ways that the DEGC will be working to secure Detroit's economic future. We welcome your questions, feedback, and partnership.

It is an exciting time to be leading economic development in Detroit.

Build your dream here!

Rodrick T. Miller, President & CEO
DEGC

DEGC Stakeholders

Officers

Chair, James Vella, Ford Motor Company Fund
Vice Chair, Marvin Beatty, Greektown Casino LLC
Vice Chair, John Blanchard, General Motors Corporation
Vice Chair, Andra Rush, Rush Group Family of Companies
Secretary, Reuben Munday, Lewis & Munday
Treasurer, Michael Tyson, NEW (Nonprofit Enterprise at Work)
President, Rodrick T. Miller, Detroit Economic Growth Corporation

DEGC Board

Mike Aaron, Laborer's Union 1191
Marvin Beatty, Greektown Casino LLC
Robert (Rob) Biskup, Deloitte
John Blanchard, General Motors Corporation
David Blaszkiewicz, Invest Detroit
William (Bill) Brooks, BPI Communications LLC
Tim Bryan, GalaxE. Solutions
Jon Cotton, Meridian Health Plan
Matthew Cullen, Rock Ventures
Sonya Delley, Invest Detroit
Eva Garza-Dewaelsche, Ser Metro Detroit
K. Scott Doyle, Huntington National Bank
Mike Duggan, City of Detroit Mayor
Juliette Okotie-Eboh, MGM Grand Detroit
Fred Feliciano, Michigan Minority Supplier Development Council
Tatiana Grant, Infused PR & Events
Alton Gunn, Detroit Medical Center
Lydia Gutierrez, Hacienda Mexican Foods
Willie Hampton
Kenneth Harris, Michigan Black Chamber of Commerce, Inc.
George Hill, Diversified Chemicals
George W. Jackson, Jr. Ventra LLC
John James, James Group International
Brenda Jones, Detroit City Council
Peter Kellett, Dykema
Blake Kenny, PNC- Corporate Banking
Marshall S. Kleven, Fifth Third Bank
Eric Larson, Downtown Partnership, Inc.
Thomas Lewand, Jr.
Thomas Lewand, Sr., City of Detroit / Mayor's Office
David Baker Lewis, Lewis & Munday
Denise Lewis, Honigman Miller Schwartz and Cohn LLP
Daniel Loepp, Blue Cross Blue Shield of Mich.
Conrad Mallett, Detroit Medical Center
Steve Marquartdt, Olympia Development of Michigan
Dave Meador, DTE Energy
Joseph Melnick, Honigman Miller Schwartz and Cohn LLP
Rodrick T. Miller, Detroit Economic Growth Corporation
Reuben Munday, Lewis & Munday
Jacques Panis, Shinola
Cynthia Pasky, Strategic Staffing Solutions
Lonnie Peek, E-Business Strategies & Cos
Irvin D. Reid, Wayne State University
Kathryn A. Reid, Comerica Incorporated
Douglas Rothwell, Business Leaders for Michigan
Andra Rush, Rush Group Family of Companies
Ron Scott, 3 Wheel Run, Inc.
David Segura, Vision Info Technologies
Denise Starr, HR Director, City of Detroit
Tony Stovall, Hot Sam's
Tosha Tabron
Terence Thomas, Thomas Group Consulting
Michael Tyson, NEW (Nonprofit Enterprise at Work)
James Vella, Ford Motor Company Fund
Linzie Venegas, Ideal Group
Lalit Verma, Sakthi Automotive Group
Walter C. Watkins, Jr., WCW Enterprises LLC
Steven White, Detroit Renewable Energy
Geneva J. Williams, New Season Consultants & Collaborators, LLC
Jacqueline (Jacci) Woods, Motor City Casino Hotel
Donna Zalewski, ITC Holdings Corp.

Program Sponsors:

(Providers of financial support for specific DEGC programs)

Ally
Charter One Bank Foundation
Community Foundation for Southeast Michigan
Fifth Third Bank
Fred A. and Barbara M. Erb Family Fund
Hudson-Webber Foundation
Invest Detroit
W.K. Kellogg Foundation
John S. and James L. Knight Foundation
The Kresge Foundation
Local Initiatives Support Corporation (LISC)
MGM Grand Detroit
Michigan Economic Development Corporation (MEDC)
New Economy Initiative (NEI)
Nonprofit Finance Fund
University Cultural Center

Partners:

(Contributors of $10,000 or more to support general operations)

Blue Cross Blue Shield of Michigan
Bank of America
Comerica Bank
DTE Energy Foundation
Ford Motor Company Fund
General Motors Corporation
Motor City Casino
PNC Foundation
Quicken Loans
Strategic Staffing Solutions, LLC

Detroit Economic Development Ecosystem

MEDC
MICHIGAN ECONOMIC DEVELOPMENT CORPORATION

State Level
- Marketing
- Corporate Attraction
- Business Development
- Incentive Programs
- Policies

DetroitRegionalChamber

Regional Level
- Marketing
- Corporate Attraction
- Research
- Policy & Advocacy

THE BizGrid

City Level
Over 40 local partners, spanning place-based, industry expertise, entrepreneurial assistance, financing and other assistance.

City Level
- Regulations
- Licenses & Permitting
- Planning
- Incentives

DEGC
We're all business.

City Level
- Corporate Attraction
- Business Retention + Expansion
- Small Business Services
- Real Estate Development
- Physical Redevelopment
- Public Authorities

DEGC Vision:

Be the leading economic development and jobs organization for the City of Detroit, leveraging our expertise and innovation to advance a sustainable, robust, and inclusive economy.

DEGC Mission:

To design and implement innovative solutions that drive investment, create jobs in and advance the economy of the City of Detroit through public and private sector collaborations.

DEGC Top Priorities for 2016

DEGC has served as the nonprofit economic development agency for the City of Detroit since it was founded in 1978. In concert with Mayor Mike Duggan's administration, it continues to serve as the lead agency for job creation. We do this by delivering corporate attraction, business retention and expansion initiatives, small business programs, and real estate development projects and strategies. This work is undergirded by our project management expertise, strategy and research support and marketing and communication tactics. For 2016, our top priorities include the following:

Serve as the Lead Agency on Commercial, Industrial, and Retail Development in Detroit

- Establish priorities for catalytic, industrial, commercial, and retail development throughout Detroit
- Work closely with partners to leverage real estate in a way that promotes the highest and best use of properties

Drive Long-Term Economic Sustainability and Results for Detroit

- Lead on behalf of the City of Detroit, with input from other partners, the development of a strategic economic development plan
- Strengthen DEGC's corporate attraction program
- Strengthen DEGC's programs to support and encourage small business, local business, and entrepreneurship

Pursue Organizational Excellence

- Increase communication, both internally and externally, around scope of work and key initiatives
- Reposition brand of DEGC
- Raise the profile of DEGC
- Improve interaction and engagement with stakeholders
- Develop clear and begin execution of fundraising strategy and program
- Reorganize the agency to provide greater role clarity

Corporate Attraction

DEGC will advance an aggressive corporate attraction strategy that will help deliver high value jobs and capital investment to the city and its residents. Our plan includes leveraging the tools and resources from the Strategy and Research and Marketing and Communications divisions to promote Detroit's competitive advantage and reinforce the city's position as a next generation business location.

2016 Action Items

- Identify and recruit qualified leads within our target industries (advanced manufacturing, professional services/corporate headquarters, transportation and logistics, and innovation and technology) to help create jobs and investment in Detroit, so that we can build a clear and understandable pipeline for investment.
- Be an advocate and facilitator for companies by connecting them to other resources, shepherding them through state and city processes, connecting them to local incentives, if needed, and providing site selection support.
- Expand DEGC's presence at trade shows to increase exposure to decision makers for corporate relocations and expansion.
- Leverage prospector relationships and contract with a third party firm to generate qualified leads in targeted markets and sectors.
- Work in partnership with the Strategy and Research team to build business cases for Detroit that can be used in attraction efforts.

2016 Metrics

- Number of new jobs created
- Dollar value of capital investment secured
- Average annual wage of all net new jobs for DEGC-facilitated projects
- Amount of square footage activated

Business Retention and Expansion (BRE)

DEGC will leverage existing and seek opportunities to create new business retention and expansion tools to support existing businesses and help key employers in their efforts to expand and grow in Detroit. Successful execution will encourage continued investment in the city through the growth of the existing business base and improve our own ability to leverage the City's assets in our economic development strategies.

2016 Action Items

- Conduct one-on-one meetings with Detroit employers to assist them in growing in the city and prevent them from exiting the market.
- Refine DEGC programs and assistance to reflect market realities.
- Be an advocate and facilitator for companies by connecting them to other resources, shepherding them through state and city processes, connecting them to local incentives, if needed, and providing site selection support.
- Use BRE information and resources to assess the health and vitality of existing businesses.
- Enhance the DEGC's existing early warning system for at-risk companies.
- Work with partners on establishing skill and talent pipelines and sustainable training solutions that address employer needs and provide opportunities for Detroit residents, in alignment with Mayor Duggan's workforce development vision.

2016 Metrics

- Number of new jobs created
- Dollar value of capital investment secured
- Average annual wage of all net new jobs for DEGC-facilitated projects
- Percentage of minority, women, and minority women owned businesses assisted
- Amount of square footage proposed

Small Business

DEGC will retool and re-launch its small business program in order to deliver a more cohesive strategy that best leverages Detroit's rich entrepreneurial ecosystem and past investments in specific small business programs. Through this work, we will amplify opportunities for small business growth in Detroit.

2016 Action Items

- Retool and relaunch the small business team and our approach in order to transition from the delivery of siloed small business programs to a cohesive strategy that strengthens Detroit's existing small businesses and grows new ones. Create a streamlined referral and tracking system to support small business partners throughout the city and enhance the networks and connectivity between those partners to better serve Detroit's rich entrepreneurial ecosystem.
- Grow the D2D Buyers Council, increase the number of Pre-Rehabilitation Opportunity (PRO) sessions, and expand small and medium enterprise participants to deliver even greater widespread results.
- Continue to provide quality support for Motor City Match, Mayor Duggan's signature small business program. This program will stimulate growth along commercial corridors throughout city neighborhoods through new business investment.
- Achieve specific programmatic goals associated with the Green Grocer Project, NEIdeas, and REVOLVE Detroit.

2016 Metrics

- Number of small businesses assisted
- Number of new jobs created
- Dollar value of capital investment secured
- Dollar value of new Detroit contracts secured
- Percentage of minority, women, and minority women owned businesses assisted

Real Estate and Financial Services

DEGC will leverage its longstanding real estate and deal-structuring expertise to support the City of Detroit in achieving its land disposition goals, while working collaboratively to develop new real estate and land assembly strategies that can support our collective business development, employment district, and neighborhood development goals. In addition, we will leverage DEGC's financing tools with those of partners, including other development incentives and tax abatements, to increase the pipeline of

2016 Action Items

- Position DEGC as the go-to source for information and financial analysis on commercial, industrial, and mixed-use real estate opportunities.
- Establish a real estate round table that consists of real estate decision makers to proactively engage them in development opportunities for publicly owned land.
- Identify real estate opportunities that will be marketed to developers interested in the City of Detroit in order to increase the supply of high-quality and attractive commercial and industrial space.
- Build a team that will take the lead in disposing and evaluating offers for the sale of major real estate assets that are owned by the City in coordination with the Mayor's Office, the Detroit Building Authority (DBA) and The Detroit Alliance.
- Develop a comprehensive land assembly strategy to enable high impact job creation in concert with the Detroit Land Bank Authority and DBA.
- Assume a leadership role in educating neighborhood focused developers on development strategies for mixed-use and commercial development.
- Continue to support the efforts of the City of Detroit, Invest Detroit and other economic development partners to increase development capital available for investment in the city.

Real Estate and Financial Services (continued)

commercial, retail, office, hotel and entertainment, industrial and mixed-use developments in the City of Detroit. Through this work, we will help unlock the potential for economic growth through our community's underutilized real estate assets.

- Manage DEGC's loan portfolio in a way that continues to minimize risks and supports growing businesses in the City.
- Utilize the DEGC's economic impact model to demonstrate the City's return on investment for each deal done and negotiate the appropriate community benefits that will be included in the transaction.

2016 Metrics

- Number of proposals analyzed for development
- Dollar value of capital investment secured
- Amount of square footage activated
- Number of loans approved

Project Management

DEGC will apply its project management experience and expertise across the organization's many projects and initiatives in order to facilitate private sector investments by responding to business and developer needs, whether it is streetscapes, infrastructure, or working with the Real Estate and Financial Services team to provide real estate transaction assistance. Through this work and often over a longtime horizon, the Project Management Group will deliver comprehensive redevelopment initiatives that support the City's economic development strategies.

2016 Action Items

- Further ready I-94 Industrial Park, a 140 acre area near I-75 and I-94, for commercial and industrial development, which will be marketed by DEGC's Business Development and Real Estate teams. Continue to facilitate property purchases, demolition, site clearing, and infrastructure improvements.
- Develop a strategy and implementation plan to optimize the Mt. Elliott District's potential as a global hub for manufacturing and logistics companies.
- Coordinate with the Small Business division to successfully execute Motor City Match by providing building assessment services to program participants and supporting their design-build needs.
- Monitor progress and facilitate regulatory approvals for the development of the $450 million Detroit Events and Entertainment Center.
- Support implementation of the redevelopment strategy outlined by the City of Detroit for the East Riverfront District by adding mixed use, medium density, primarily residential development, and public access.
- Drive new solutions for storm water management systems that complement the work of the Detroit Water and Sewer Department (DWSD) and build a less expensive alternative for commercial property owners to convey roof and parking lot storm water.
- Serve as project facilitator and fiduciary for LINK Detroit and Inner Circle Greenway, two non-motorized public space projects, including completing the schematic design for the Inner Circle Greenway.
- Provide coordination and support for utility relocation and planned infrastructure improvements, among other things, at the City's request.
- Serve as project facilitator for Gordie Howe International Bridge. This includes assisting with land acquisition, utility relocation, permitting and partnering with BRE team to assist impacted businesses.

2016 Metrics

- Dollar value of infrastructure projects
- Percentage of on budget projects as a whole of all projects managed
- Amount of square footage served by construction management

Strategy and Research

Strategy and research provides critical program direction, market data, benchmarking, and analysis to elucidate and clarify the investment opportunities in Detroit. DEGC will provide the internal strategy and research infrastructure to provide the foundation to support the economic growth goals of the city, consistently communicate market findings , and develop and advance new strategies. This new division will establish best practices, provide context for investment decisions, and support all divisions within the DEGC with the strategy and research tools needed to succeed.

2016 Action Items

- Build DEGC's internal research infrastructure, including data libraries and partnerships, staffing, and processes. This infrastructure will undergird our work with solid evidence and support DEGC in responding efficiently and persuasively to site selectors, business prospects and investors.
- Develop a research publication to further promote Detroit's economy.
- Develop industry business cases which support the DEGC business attraction strategy. These business cases will be fundamental tools for the organization in making the case for investment in Detroit.
- Identify, clarify, and regularly communicate Detroit economic realities, and share DEGC's programs to increase public awareness of what's happening in the city and what economic opportunities are available. We will reinforce the positive narrative to corporate and real estate decision makers, citizens, and policymakers through consistent communication of relevant data.

2016 Metrics

- Number of research, industry case, and other publications produced or supported

Marketing and Communications

DEGC will enhance its marketing and communications infrastructure to better support its key goals and strategies. DEGC's goal is to help amplify Detroit's story both locally and nationally in order to attract more people and investment to the city. Telling our story widely to help increase understanding of the economic opportunities in Detroit and DEGC's role in advancing it, will not only help us attract more investment in Detroit but also attract additional financial support for the organization. This may include increased media relations, seeking awards and recognitions, and increasing the audience and reach of our marketing and communications vehicles.

2016 Action Items

- Reposition DEGC's brand to better reflect its current direction and focus and Detroit's market realities.
- Launch a new website; develop and execute a social media strategy; improve segmentation of communications vehicles to targeted audiences.
- Support the investment strategies developed by Corporate Attraction, BRE, Real Estate and Financial Services or Small Business teams with appropriate communications strategies and marketing collateral.

2016 Metrics

- Audience reach of earned media
- Number of media mentions
- Average number of organic impressions

Internal Operations

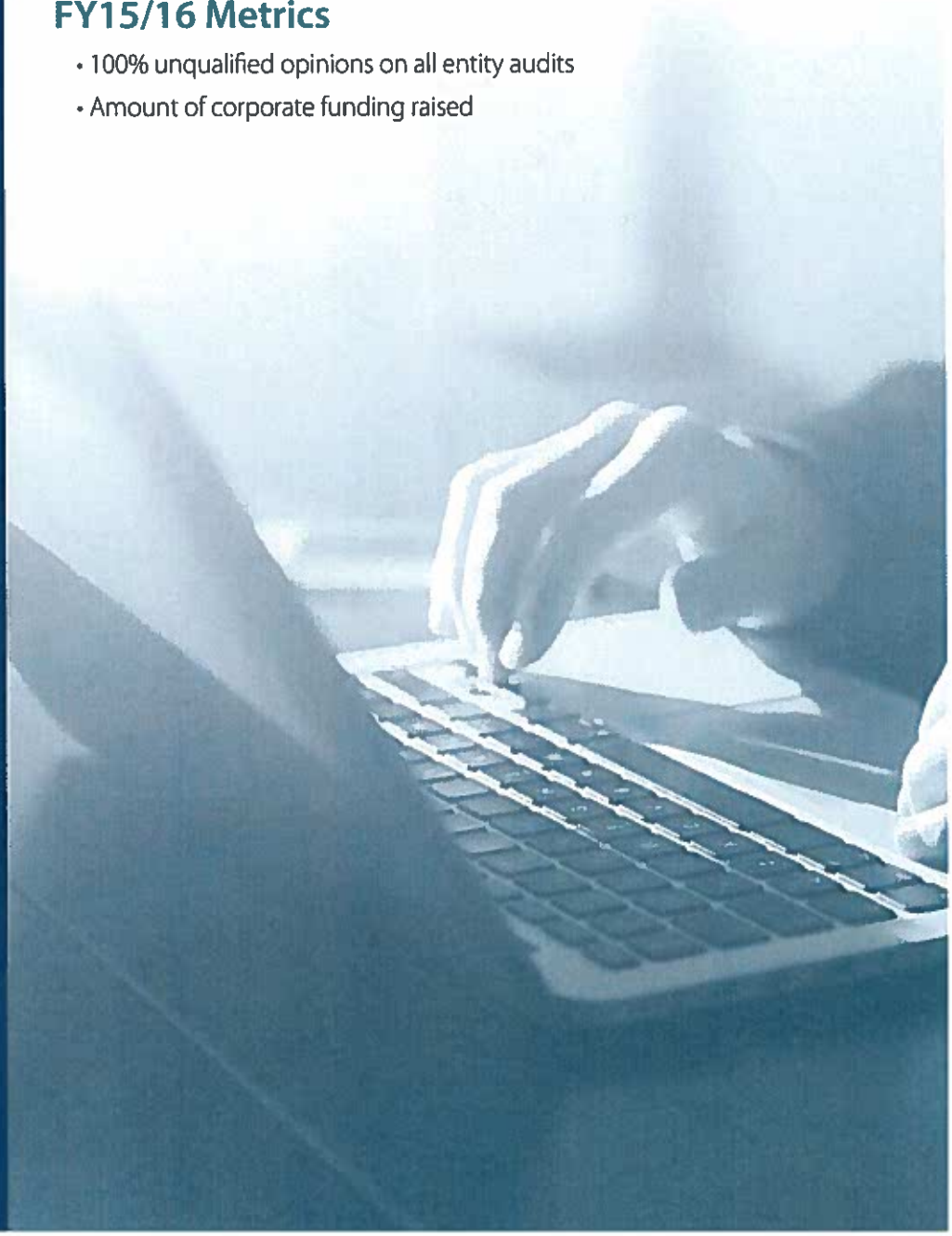
DEGC's Internal Operations (IO) division makes the organization run. The department encompasses Accounting, Human Resources, Information Technology, Finance and Loan Servicing, Legal, and Administration components of the organization. IO makes it possible for everyone at the DEGC to do their jobs by making sure the bills are paid, reports are filed, computers are running, loans are being collected, contracts are well written and enforceable, payroll is met, receivables are collected and anything else that is necessary for the other areas of the organization to make their deals, manage their projects, build that next revenue generator for the City, or relocate that next business.

2016 Action Items

- Position the DEGC for leadership by ensuring that the back office is up and running to allow for the other divisions of the organization to perform at maximum capacity.
- Support DEGC leadership in fundraising and revenue enhancement efforts, specifically "fee for service" projects.
- Continue to provide high quality in-house legal counsel across all divisions and the entities that the DEGC administers. Having a single point of contact for legal matters has resulted in cost savings and efficiency to the organization.
- Meet deadlines and produce unqualified opinions for audits for the DEGC and all of the entities we administer.
- Measure revenues and expenses against our budget and maintain minimal variances.

FY15/16 Metrics

- 100% unqualified opinions on all entity audits
- Amount of corporate funding raised



Board Administration

DEGC's Board Administration division provides timely, efficient, streamlined and effective oversight and administration to several public authority boards. These boards provide an array of financial and other tools that fuel the engine for economic development to occur in the City of Detroit. DEGC provides staff services to the following entities on behalf of the City of Detroit:

- *Downtown Development Authority (DDA) – supports private investment and business growth within the central business district using a combination of property taxes, grants, and other funds.*
- *Detroit Brownfield Redevelopment Authority (DBRA) – supports the redevelopment of blighted, obsolete, contaminated, and historic resource properties through captured state and local property tax reimbursements and grant and loan programs that can be used for specific cleanup and development efforts.*
- *Economic Development Corporation (EDC) – supports private investment and business growth within the neighborhoods throughout the city of Detroit using land acquisition and a combination of taxes, loans, grants, and other funds, including bonds.*
- *Neighborhood Development Corporation (NDC) – supports private investment and development of housing within the NDC project area commonly referred to as Jefferson Village.*
- *Local Development Finance Authority (LDFA) – provides financial incentives to industrial and technological development projects via tax increment financing.*
- *Eight Mile/Woodward Corridor Improvement Authority (EMWCIA) – provides financial incentives in an area around the intersection of Eight Mile Rd. and Woodward Ave.*

2016 Action Items

- Continue to strengthen relationships with Detroit City Council Members by being responsive and proactive in addressing issues related to public authority budget and project approvals.
- Work with Internal Operations division to prepare operating budgets for the public authorities and corporations and present to their respective boards.
- Secure tax incremental revenue capture from collecting agencies for all DEGC-staffed tax increment revenue authorities.
- Convene and lead discussions and strategy development on critical economic development policy issues.
- Partner with the City of Detroit to create the Next Michigan Development Corporation as permitted by state statute.
- Support legislation that increases the competitiveness of diverse infrastructure assets in the Detroit region.
- Successfully manage all board and committee functions in compliance with the appropriate statutes.

2016 Metrics

- Number of projects approved
- Number of new jobs created
- Dollar value of capital investment secured

2016 Metrics

METRIC	THRESHOLD	TARGET	STRETCH
Number of new jobs created	1,300	2,100	4,800
Dollar value of capital investment secured	$75M	$230M	$650M
Average annual wage of all net new jobs for DEGC-facilitated projects[1]	$24,877	$42,120	$54,330
Amount of square footage proposed	2M	2.5M	4M
Percentage of minority owned businesses assisted		25%	
Percentage of women owned businesses assisted		15%	
Percentage of minority women owned businesses assisted		10%	
Number of businesses assisted	1,875	2,125	2,350
Number of small businesses assisted	1,800	2,000	2,200
Dollar value of infrastructure projects	$13.5M	$15M	$20M
Percentage of on-budget projects as a whole of all projects managed	80%	90%	100%
Amount of square footage served by construction management	700K SF	800K SF	1M SF
Number of research, industry case, and other publications produced or supported	2	5	7
Audience reach of earned media mentions	3.5B	4.2B	4.9B
Number of media mentions	2,000	2,400	2,800
Average number of organic impressions	5,500	6,000	6,500
Dollar value of new Detroit contracts secured	$50M	$75M	$100M
Percentage of unqualified audit opinions	100%	100%	100%
Corporate funding raised	$400K	$600K	$1M

[1] Average wage targets established via Massachusetts Institute of Technology Living Wage calculator (annual wage based on 2080 hours per year): http://livingwage.mit.edu/counties/26163

Two Adults (both working) and One Child (threshold)	$11.96/hour
Two Adults (one working) and One Child (target)	$20.25/hour
One Adult and Two Children (stretch)	$26.12/hour

Fiscal Year 15/16 Budget

(July 1, 2015 - June 30, 2016)

SOURCES BUDGET	2015-16 BUDGET
City Contract	867,000
Public Authorities	3,705,000
Foundation Funding	1,449,000
Fee for Services	299,000
Private Sector	425,000
Other Income	55,000
Budget Deficit	0
TOTAL REVENUE	6,800,000

USES	
Personnel	5,422,700
Contract Services	269,000
Travel/Meetings & Marketing	294,700
Rent/Utilities/Insurance	438,500
Equipment	237,500
Other	137,600
TOTAL EXPENSES	6,800,000

Detroit Economic Growth
Corporation
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Detroit, MI 48226-3480

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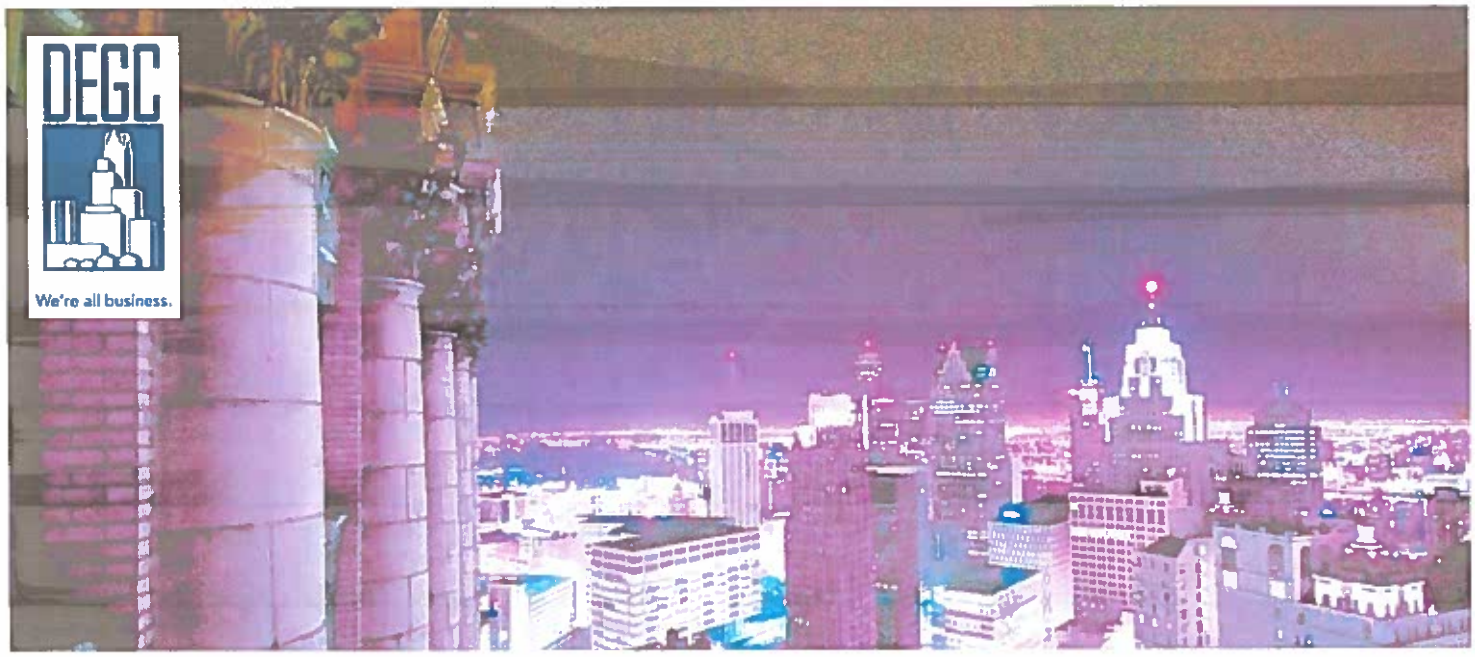
Attachment IV



About DEGC

Detroit Economic Growth Corporation is a non-profit organization that works closely with the City of Detroit and other partners to support existing businesses and to bring new companies and investments to the city.

The professionals who work for DEGC act as staff for a number of public authorities and whose board members are appointed by the Mayor and approved by Detroit City Council. Each of those entities have distinct responsibilities and powers, but they are very closely related. By using a common staff – DEGC – the work of these public authorities is well coordinated and avoids duplication. DEGC also works directly for the City of Detroit under contract and manages economic development efforts funded by private and foundation contributions, grants and contracts.

A Federation of Organizations

The DEGC provides staff services to Detroit's public development authorities:

- Downtown Development Authority (DDA) - which supports private investment and business growth within the central business district using a combination of property taxes, grants, and other funds.
- Detroit Brownfield Redevelopment Authority (DBRA) - supports the redevelopment of blighted, obsolete or contaminated properties through state and local property tax reimbursements and tax credits that can be used for specific cleanup and development efforts.
- Economic Development Corporation (EDC) - supports private investment and business growth within the neighborhoods throughout the city of Detroit using a combination of taxes, grants, and other funds.
- Eight Mile Woodward Corridor Improvement Authority - supports private investment and business growth of the southeast corner of the Woodward/8 Mile site previously owned by the Michigan State Fair.
- Neighborhood Development Corporation (NDC) - a subsidiary of the EDC, which supports private investment and development within the NDC Project Area commonly refered to as Jefferson Village.
- Local Development Finance Authority (LDFA) - provides financial incentives to industrial and technological development projects via Tax Increment financing.

- Tax Increment Finance Authority (TIFA) - provides financial incentives to industrial and commercial development projects via Tax Increment financing.

Your Full Service Agency for Economic Development in the City Of Detroit

We are here to assist anyone wanting to do business anywhere in Detroit. The DEGC acts as an advocate whose job it is to match needs with resources, questions with answers and problems with solutions.

We can help you identify potential development sites, negotiate development agreements, manage construction projects, and help eliminate obstacles that might impede the growth of a new business activity in the city.

The DEGC offers a broad range of financial, technical and development assistance to commercial, industrial and service firms, as well as developers and investors wanting to do business in Detroit.

Find out more about us by:

- Downloading our Brochure
- Meeting the DEGC Staff
- Reading about recent Development News
- Checking out our Calendar of Events
- Reading DEGC Press Releases
- Viewing our Partners and Major Donors

Can't find what you're looking for? Contact us, we can help!

View Larger Map
Get Driving Directions

Detroit Economic Growth Corporation
500 Griswold St Ste 2200
Detroit MI 48226
Phone (313) 963-2940
Fax (313) 963-8839

For driving instructions or a larger version of the map to the left, please visit the links on the left

DEGC 2015 Projects for Progress Attachment V

Project Name (Business Owner)	Primary Industry	Total Dev Cost	Jobs Created	Const Jobs	Bldg Sq Ftg	Acres	DEGC Action	Project Description	City Council District
Artesian Farms (P3E, L3C)	Land and energy such as urban ag o	$ 500,000.00	6				Motor City Match Grant	Artisan Farms is a vertical hydroponic farming business located in the Brightmoor community at 12843 Artesian Street. The business started in 2012 and started producing in 2014. A second phase expansion project is planned to increase their production capacity to meet demand for several new vendors and will result in hiring 6-10 new employees. Grant funds would be used to help complete building improvements or purchase equipment.	1
Royal Fresh Market	Grocery retail	$ 2,800,000.00			40,000		Green Grocer TA grant, Financing Assistance	New store owner installed all new refrigeration and freezer equipment, upgraded lighting and security, installed new HVAC and relocated and expanded produce department.	1
HI DEF GRAPHFXS AND MEDIA	Personal and neighborhood services	$ 25,000.00	5				Motor City Match Grant	HI DEF GRAPHFXS is a new business offering design, print, marketing and advertising services based at 16155 Meyers. Grant funds would be used for equipment and other working capital items necessary to complete the project for a fall 2014 opening.	2
Crown Enterprises, Inc. dba Cedar Investments LLC	Transportation, Logistics & Distribution	$ 25,000,000.00	150		560,000	40	EDC Land Sale, Tax Abatement	Logistics and sequencing warehouse for tenant, Linc, a Universal Truckload Company. Tax Abatement certificate not awarded in 2015.	3
Coffee and (___)	Restaurant	$ 89,000.00	4				Motor City Match Grant	Coffee and (___) is a new coffee shop and bakery opening permanently at 14409 E Jefferson Ave after popping up at several eastside locations. Grant funds would be used for ADA compliant bathrooms, kitchen build-out and other working capital items necessary to complete the project for a fall 2014 opening.	4
Mack Athletic Complex	Commercial	$ 1,000,000.00	10		79,000		Brownfield TIF	Redevelopment of the Hanstein School (demolished) site into a domed sports complex	4
Seven Star Market	Grocery retail	$ 250,000.00			15,000		Green Grocer façade improvement matching grant	Seven Star renovated the exterior of the store including the loading dock.	4
207 E. Baltimore, LLC aka Jacob Street	Residential	$ 1,250,000.00	1	16	7,900		Abatement	207 E. Baltimore	5
3100 Woodward, 2014 LLC aka American Community Developers (transfer)	Mixed-Use	$ 3,000,000.00		7			Abatement	3152 Woodward	5
Almass Downtown Real Estate LLC	Residential	$ 750,000.00	3		9,279		Abatement	203, 209, 215, 221 Erskine & 3412 John R.	5
American Axle & Mfg. Inc.	Manufacturing	$ 26,573,000.00	75		359,000	17.4	Tax Abatement, TA with workforce programs,	Global Tier-One automotive supplier of drivetrine and drivetrain systems and related components for automotive industry.	5
Brush Park: Housing & Revitalization Department on behalf of Bedrock Development Company ($38M Cert)	Mixed-Use	$ 80,000,000.00	20	400			Abatement	Edmund, Beaubien, Division, Woodward	5
Casamira Apartments - 680 Delaware	Residential	$ 9,300,000.00	4		35,950		Brownfield TIF	Redevelopment of the historic Casamira Apartments into 44 units-25% affordable. Tax Abatement certificate not awarded in 2015.	5
City Market	Grocery retail	$ 900,000.00	5		6,000		Green Grocer matching TA grant, Financing Assistance	Transformation of convenince store into an urban format full service grocery store in downtown Detroit.	5
East Kirby Development LLC	Residential	$ 450,000.00	1	32	4 750		Abatement	524-526 E. Kirby	5
Elliott Building, LLC	Mixed-Use	$ 12,500,000.00	23	100	11,000		Abatement	1401 & 1407 Woodward	5
Family Fair	Grocery retail	$ 600,000.00	5		34,000		Green Grocer façade improvement matching grant	Family Fair made exterior improvements that included extensive façade work, parking lot improvements, and security and lighting upgrades	5
Food Farm Market	Grocery retail	$ 400,000.00			20,000		Green Grocer façade improvement matching grant	Following interior improvements and upgrades, Food Farm Market made exterior store improvements that include façade, lighting, parking lot and security upgrades.	5
Gabriel Hall, LLC	Commercial	$ 320,000.00	13	13	3,200		Abatement	8002 Kercheval	5
HM Ventures Group 6, LLC (Wurlitzer Hotel)	Hotel	$ 21,600,000.00	16	60	46 346		Abatement	1509 Broadway	5
J&G Pallets and Trucking	Manufacturing of hard goods like mad	$ 750,000.00	8				Motor City Match Grant	J&G Pallets is a recycle/new wood pallet manufacturer whose project is located at 6500 Mack Avenue. They current have 21 employees of which currently live in Detroit. The business plans to create 8-10 new jobs by end of 2016 upon completion of the project. Total project investment for this phase of the business is approximately $750,000. The business is investing approximately $150,000 in equity and requires approximately $500,000 in financing, subject to $100,000 in Motor City Match grant funding.	5
Lafayette Towers	Residential	$ 21,700,000.00	9		385,000		Brownfield TIF	Redevelopment of the historic Lafayette Towers - 584 units. Tax Abatement certificate awarded in 2014.	5

Project Name (Business Owner)	Primary Industry	Total Dev Cost	Jobs Created	Const Jobs	Bldg Sq Ftg	Acres	DEGC Action	Project Description	City Council District
Mo'Better Blues	Restaurant	$ 80,000.00	10				Motor City Match Grant	Mo' Better Blues is a jazz themed upscale casual restaurant re-opening at 546 Larned in Downtown Detroit after being forced to relocate from 78 W. Adams. Total project investment for the project is approximately $80,000. Grant funds would be used for unanticipated build-out expenses, equipment and other working capital items necessary to complete the project for a fall 2014 opening.	5
Nailah Commons	Residential	$ 10,000,000.00			51,244		Abatement	658,676,692 702&710 E Ferry; 653,663,671 681,701 E Kirby; 6431 Hastings	5
New Center Stamping - Ph II	Manufacturing	$ 2,144,000.00	26		44,000		Tax Abatement	Certified Minority (Tier 1) Automotive Supplier of aftermarket underbody stampings (i.e. fenders, doors, bumpers and other parts) to GM, Ford and Chrysler.	5
Resurget Cinenbus, LLC	Mixed-Use	$ 1,200,000.00	19	28	8,400		Abatement	8044 Kercheval	5
Sovereign AEC	Construction	$ 112,000.00	3				Motor City Match Grant	Sovereign AEC is construction management, architecture and civil engineering firm that is expanding to a new location at 2512 -2520 W. Grand Blvd. The entrepreneur has been in the construction and design industry for over 25 years serving in several capacities and since branched out to start a General Contracting Company in 2005 which grew into a Professional service AEC Firm 4 years ago. Grant funds would be used to help complete building improvements at their new facility.	5
The Display Group Ltd	Other	$ 750,000.00	15		50,000		Site Selection Services	Display Group provides event planning and furniture rental services for customized events.	5
Town Partners (Town Real Estate, LLC)	Commercial	$ 1,000,000.00	15	15	96,431		Abatement	6540 & 6545 St. Antoine; 575 E. Milwaukee	5
Town Partners (Town Real Estate, LLC) Busy Bee Hardware	Commercial	$ 3,000,000.00	20	20	31,000		Abatement	1350 - 1366 Service Street	5
Town Partners (Town Real Estate, LLC) Chaps Photography	Commercial	$ 75,000.00	5	10	7,500		Abatement	2831 E. Grand Blvd	5
Town Partners (Town Real Estate, LLC) Eastern Market Gateway	Mixed-Use	$ 40,000,000.00	20	50	190,000		Abatement	Gratiot, Russell, Maple	5
1215 Griswold LLC / Bedrock (R. Barr)	Mixed-Use	$ 10,300,000.00			5,300		Abatement	1215 Griswold	6
305 Michigan Avenue, LLC	Mixed-Use	$ 8,500,000.00	3	125	96,000		Abatement	305 Michigan Ave	6
5800 Cass LLC - Marsh Construction LLC (Carhatt)	Commercial	$ 1,500,000.00	3	25	50,925		Abatement	5800 Cass	6
607 Shelby	Mixed-Use	$ 3,000,000.00	2	50	52,000		Brownfield TIF and Tax Abat.	Redevelopment of 607 Shelby in the Class A office space and first and second floor retail	6
615 West Lafayette, LLC	Commercial	$ 56,000,000.00	850	256	400,000		Abatement		6
678 Selden LLC aka Duckett Management (Duckett Management)	Residential	$ 3,140,000.00	1	60	22,796		Abatement	678 Selden	6
Ally Financial Inc.	Professional Services	$ 50,000,000.00	650		320,000		DDA Financial Assistance	Detroit-based auto loan lender and bank holding company. Consolidation of regional leases into its corporate headquarters in Detroit	6
Alta Equipment Co	Commercial	$ 3,250,000.00	10	10	70,000		Abatement	5100, 5151, 5156, 5160 Lorraine and 2700 W. Warren	6
Alta Equipment Company	Construction	$ 3,000,000.00	70		40,000	4	Site Selection Services	Michigan's exclusive Volvo construction equipment dealer, providing sales, service and support. Detroit Training Center (DTC) leases space for its successful workforce training program.	6
Bagley Clifford, LLC	Mixed-Use	$ 8,500,000.00	3	125	85,600		Abatement	415 Clifford	6
Corktown Hotel, LLC (total investment $4.9m)	Hotel	$ 2,200,000.00	60	15	66,529		Abatement	1331 Trumbull.	6
Detroit Training Center	Construction	$ 205,000.00	7				Motor City Match Grant	Detroit Training Center is a vocational education organization focused on construction training and licensing. The business started in 2012 and has educated 750 students to date. Detroit Training Center is expanding and has secured a lease at 5051 Loraine, a Motor City Match eligible space. The second location will offer more training for higher level construction and maintenance positions such as a Utility Worker Training Program and Heavy Equipment Diesel Mechanics Program. Grant funds would be used for training equipment purchases.	6
DuCharme Place, LLC (total investment $40m)	Residential	$ 40,000,000.00	5	440	188,583		Abatement	1544 E. Lafayette	6
E&L Supermercado	Grocery retail	$ 250,000.00			20,000		Green Grocer façade improvement matching grant	Grocer's phase I exterior upgrades.	6
Erickson's Incorporated	Transportation, Logistics & Distribution	$ 10,580,000.00	25		75,000	17.1	Site Selection, Public Land Sale	Development Agreement completed 3 party review (DEGC, city legal, client); finalizing bank approval (week of 9/14)	6

Project Name (Business Owner)	Primary Industry	Total Dev Cost	Jobs Created	Const Jobs	Bldg Sq Ftg	Acres	DEGC Action	Project Description	City Council District
Garden Fresh Market	Grocery retail	$ 250,000.00			27,000		Green Grocer façade improvement matching grant	Exterior of store renovated with unique architectural corner feature.	6
General Development Company	Development	$ 16,000,000.00	200		190,460	22	Site Selection Services	Logistics and sequencing warehouse for global OEM auto manufacturer.	6
Mama Rita Foods	Retail	$ 110,000.00	5				Motor City Match Grant	Mama Rita Foods is a new business that will have dual purposes, it will be both a restaurant focusing on native San luis Potosi style cuisine and wholesale distributing of fresh pinto, refried beans and hot sauce. Grant funds would be used to help complete building improvements and purchase equipment for their new facility.	6
Paradise Valley Investment Group aka Real Times Media	Commercial	$ 3,100,000.00	30		12,000		Abatement	1452 Randolph	6
Pedicure & Shoes 2 Go	Retail	$ 110,000.00	10				Motor City Match Grant	Pedicure &Shoes 2 Go is a new high-end manicure/pedicure services with shoe retail in a caring, upscale, professional environment opening at 243 W Congress St in Downtown Detroit. The entrepreneur is a Lifeline Business Consulting graduate and has secured $60,000 in loans from Detroit Development Fund and Detroit Micro-Enterprise Fund Grant funds would be used for unanticipated build-out expenses, equipment and other working capital items necessary to complete the project for a fall 2014 opening.	6
Sakthi Automotive Group USA, Inc.	Manufacturing	$ 31,865,000.00	350		640,000	12.5	Tax Abatement, TA with workforce programs.	Automotive supplier of safety critical automotive components. RE/JET provided direct assistance in 2015.	6
Second Ave Market, LLC	Commercial	$ 1,600,000.00	15	63	7,784		Abatement	4128 Second	6
The Town Residences, LLC	Residential	$ 11,000,000.00					Abatement	1511 First	6
Three Squared	Residential	$ 1,000,000.00					Abatement	1833 Kaline Drive aka 1833 Cherry Street	6
TOAD Management, LLC	Residential	$ 750,000.00	1	20			Abatement	445 W. Forest	6
Tweddle Group	Professional Services	undisclosed	50		7,400		Site Selection Services	Tweddle Group is a leading provider of information and publishing solutions for automotive OEMs and their suppliers. .	6
Waterfront Petroleum Terminal Company	Petroleum & Petroleum Products Wholesale	$ 8,000,000.00	40		5,000	5.51	Site Selection, Public Land Sale	wholesale petroleum product	6
Woodward Erskine, LLC aka Amended and Restated 3100 Woodward Block (Erskine Project)	Mixed-Use	$ 62,000,000.00	52		184,000		Brownfield TIF and Tax Abat.	New construction of 201 housing units with first floor commercial/retail in Brush Park	6
Woodward Throwbacks LLC	Manufacturing of hard goods like mac	$ 160,000.00	3				Motor City Match Grant	Woodward Throwbacks is a reclaimed woodworking manufacturer of retail and home goods. The business has been in operation since the fall of 2013 as a home-based business and has purchased a building at 3511 Michigan Avenue to scale production to meet rapidly growing demand. Grant funds would be used to help complete building improvements and tooling at their new facility.	6
Wurlitzer Hotel	Hotel	$ 21,700,000.00	48		45,000		Brownfield TIF and Tax Abat.	Redevelopment of the historic Wurlitzer Building into a boutique hotel with first and second floor restaurant/bar space.	6
Detroit Bikes, LLC	Manufacturing	undisclosed	25		50,000		Coordination of talent/workforce assistance	Bicycle manufacturer.	7
Detroit Wrecker	Transportation, Logistics & Distribution	$ 300,000.00	5		38,000		Site Selection Services	Transportation company specializing in wrecker repair and customization	7
Imperial Fresh Market	Grocery retail	$ 6,200,000.00	50		45,000		Green Grocer TA grant, Financing Assistance	Doubled the size of existing grocery store to over 40,000 sq. ft. Store name change and owners will brand all fourof their Detroit stores under Imperial brand. Financing included New Markets Tax Credits.	7
Herman Kiefer	Mixed-Use	$ 85,000,000.00			462,605		Development Agreement/Land Sale	Historic renovation of 247 apartment units, 37260 SF of Retail/Commercial. New York based developer. Substantive engagement of the community. In 2016, BD will work with developer to identify prospective tenants.	
Metropolitan Building	Mixed-Use/Hotel	$ 35,000,000.00					Development Agreement/Land Sale	Historic renovation. 100 Room Extended Stay Hotel. Tax abatement not awarded in 2015.	
Morgan Estates	Residential	$ 13,000,000.00					Development Agreement/Land Sale	8 Luxury Homes and 48 Condominiums	
Orleans Landing - EDC	Mixed-Use	$ 58,000,000.00	6	600		7.7	Development Agreement, Financing, Remediation, Tax Abatement	278 1 Bedroom and 2 Bedroom Units, 10,500 square feet of retail. Of the new units, 56 will be reserved for lower-income city residents. There will be 206 one-bedroom units and 72 two-bedroom units. Should this be counted in 2015? BD/RE/DBRA worked on this project.	
Queen Lillian	Mixed Use	$ 29,000,000.00			87,054	1.8	Development Agreement/Land Sale	68 apartment units, 15,000 SF of retail and 150 car parking deck. 10% of the units are @ 80% AMI.	
Statler City Apartments	Residential	$ 45,000,000.00					Development Agreement/Land Sale	237 apartment apartment units	

Project Name (Business Owner)	Primary Industry	Total Dev Cost	Jobs Created	Const Jobs	Bldg Sq Ftg	Acres	DEGC Action	Project Description	City Council District
The Griswold	Residential	$ 26,000,000.00					Development Agreement/Land Sale	80 luxury apartments on top of Griswold Garage	
Tiger Stadium	Mixed-Use	$ 31,476,337.00			165,950	2.8	Development Agreement/Land Sale	126 apartment units with 32,700 square feet of retail.	
Waterford Stone LP	Transportation, Logistics & Distribution	$ 1,875,000.00	60		15,000	5.9	Development Agreement/Land Sale	15,000 SF logistics, staging, training, trailer storage and maintenance industrial building on 5.9 acres located at the Springwells Industrial Park. The Company will also store trailers.	
		$ 626,488,000.00	3,014.00	1,940.00	4,794,377.00	118.51			

Attachment VI

ECONOMIC DEVELOPMENT CORPORATION OF THE CITY OF DETROIT
OPERATING BUDGET
JULY 1, 2015 TO JUNE 30, 2016

	Proposed Budget June 30, 2016
REVENUE	
City of Detroit	200,000
TSF From Waterfront Reclamation	200,000
TSF From Motor City Match	205,000
TSF From Projects for DEGC Legal	40,000
TSF From Casino Development Fund	350,000
TSF From Repaid Loans	550,000
Other Revenue & Service Fees	25,000
TOTAL REVENUE	1,570,000
EXPENSES	
Detroit Economic Growth Corp	650,000
Detroit Economic Growth Corp Special Proj	500,000
Detroit Economic Growth Corp Real Estate	150,000
Other Projects Administrative Fees	205,000
DEGC Legal Services	60,000
Legal Services	10,000
Audit	30,000
Miscellaneous	20,000
TOTAL EXPENSES	1,625,000
Operating Surplus/(Shortfall)	(55,000)
Debt Service	0
(Increase)/Decrease in Reserve	55,000
NET SURPLUS/(SHORTFALL)	0

Attachment VII

DOWNTOWN DEVELOPMENT AUTHORITY
BUDGET
2015-2016

	2015-16 BUDGET
REVENUES:	
Current taxes - one mil	$ 850,000
Earnings on investments	1,000
Transfer from Tax Increment Fund	750,000
Parking Operations	1,500,000
Other/Event Center	170,000
From/(To) prior year balance	(250,000)
TOTAL REVENUES	$ 3,021,000
EXPENSES:	
Contractual Services	
Detroit Economic Growth Corp	$ 1,900,000
Annual Audit	36,000
Sub-Total	$ 1,936,000
Professional Service Fees	
Legal Services	$ 160,000
Insurance	290,000
Advertising/Marketing	15,000
Computer Support	10,000
Sub-Total	$ 475,000
Parking Lots Management	$ 110,000
Special Projects & Contingencies	$ 500,000
TOTAL EXPENSES	$ 3,021,000

Attachment VIII

CITY OF DETROIT BROWNFIELD REDEVELOPMENT AUTHORITY
OPERATING BUDGET
JULY 1, 2015 TO JUNE 30, 2016

	Proposed Budget June 30, 2016
REVENUE	
BROWNFIELD APPLICATION / ADMIN. FEES	308,000
LAND PROCEEDS	75,000
INTEREST/OTHER INCOME	2,000
TOTAL REVENUE	385,000
EXPENSES	
DETROIT ECONOMIC GROWTH CORPORATION	330,000
PUBLIC NOTICES/ADVERTISING	10,000
LEGAL	25,000
AUDIT	10,000
INSURANCE	26,500
WORKSHOPS/PROMOTION	1,500
CONTRACTORS	6,000
ACQUISITION	0
OTHER EXPENSES	1,000
TOTAL EXPENSES	410,000
Operating Surplus/(Shortfall)	(25,000)
(Increase)/Decrease in Reserve	25,000
NET SURPLUS/(SHORTFALL)	0

Legislative Policy

MAR 02 2016

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Attachment IX

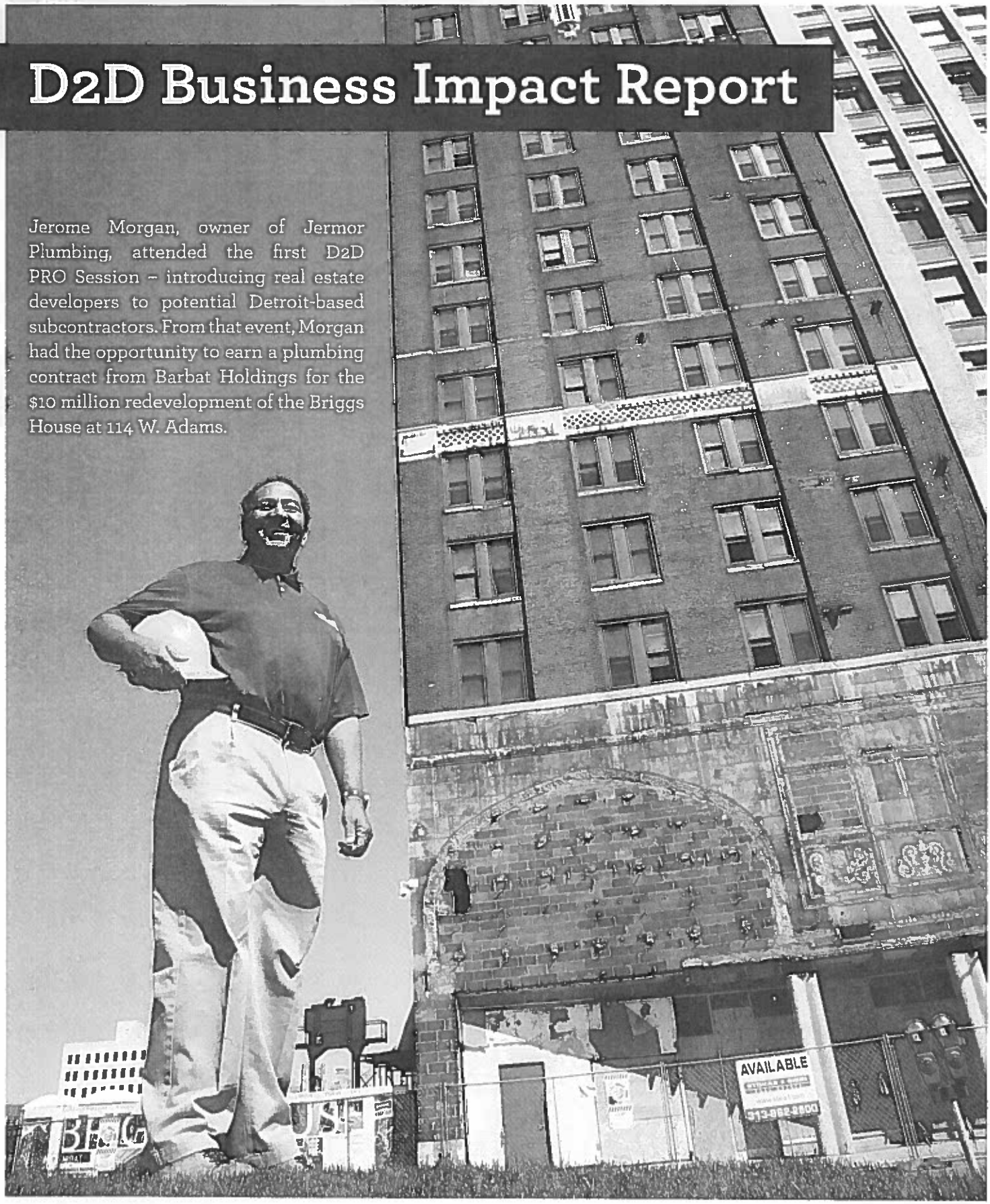
LOCAL DEVELOPMENT FINANCE AUTHORITY
OPERATING BUDGET
JULY 1, 2015 TO JUNE 30, 2016

	Proposed Budget June 30, 2016
REVENUE	
TAX INCREMENT REVENUES RELEASED CURRENT YEAR	150,000
CITY REIMBURSEMENT	0
INTEREST/OTHER INCOME	5,000
TOTAL OPERATING REVENUE	155,000
Transfer (to) from Prior Year Operating Fund Balances	0
TOTAL TRANSFERS (TO) FROM FUND BALANCES	0
TOTAL REVENUE	155,000
EXPENSES	
DETROIT ECONOMIC GROWTH CORPORATION	125,000
MAINTENANCE/OTHER	30,000
TOTAL OPERATING EXPENSES	155,000
Operating Surplus/(Shortfall)	0
(Increase)/Decrease in Reserve	0
NET SURPLUS/(SHORTFALL)	0

Attachment X

D2D Business Impact Report

Jerome Morgan, owner of Jermor Plumbing, attended the first D2D PRO Session – introducing real estate developers to potential Detroit-based subcontractors. From that event, Morgan had the opportunity to earn a plumbing contract from Barbat Holdings for the $10 million redevelopment of the Briggs House at 114 W. Adams.



June 2012 – June 2015

D2D

A program of DEGC

D2D Dashboard

D2D creates opportunities for Detroiters by encouraging Detroit-based businesses to connect as buyers and suppliers. A program of Detroit Economic Growth Corporation (DEGC) supported by the New Economy Initiative (NEI), D2D connects Detroit companies with quality local suppliers who understand the local market, offer tighter times and quick responses. At the same time D2D is building a community of businesses that are supporting each other's economic success.

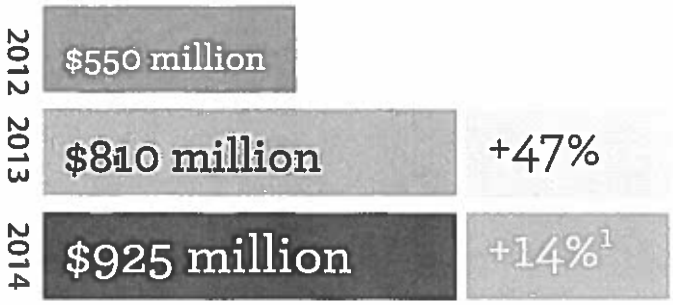
D2D works closely with major institutional buyers committed to increasing their purchases of local products and services. D2D also works with its partners to make Detroit-base businesses "Buyer-Ready," and to match them with bidding opportunities.

D2D Results

D2D Buyers Council

The **Buyers Council** is comprised of 17 companies and institutions that have agreed to increase their spend with quality vendor companies.

Buyers Council purchases from Detroit-based companies:



1. Includes an increase in Buyers Council membership

Partner Matchmaking Events

D2D works with other organizations to host **Matchmaking Events** that create connections and business opportunities among Detroit-based buyers and suppliers.

13 Events held with D2D participation

5 Hosting organizations

1,780 Detroit-based companies attending

D2D PRO Sessions

Recognizing the opportunity to connect small Detroit construction firms to the pipeline of construction and redevelopment projects, D2D created its **PRO sessions** to link developers with highly sought after Detroit-based general contractors, subcontractors and tradesmen.

13 PRO sessions

28 Development Projects

134 Detroit companies attending

$229 million Approximate aggregate development investment

The Opportunity

$2.5 B Potential market for Detroit B2B

7,700 Potential new jobs created over 10 years

D2D 2015 Opportunity Event

D2D held its inaugural matchmaking event connecting Detroit buyers and suppliers.

10 Buyer participants

200 Contract opportunities

280 Detroit-based suppliers

180 One-on-one interviews

19 Contracts earned to date

Pure Michigan Business Connect

D2D partnered with Pure Michigan Business Connect to offer buyers and suppliers a combined **business database** to help them match their business expertise.

d2dbusinessdatabase.org/

1000+ Companies in the Detroit database

D2D Communications

D2D **communications** include a website, collateral materials, and events to network, exchange information, and match vendors and companies.

d2dbusiness.org/

9 Supplier Rack Cards

15 Supplier Videos

6 Buyer "how to" Videos

EKS Services Incorporated

EKS Services Incorporated provides environmental consulting services, including asbestos testing and consulting; industrial hygiene; environmental audits; hazardous waste management programs; refresher courses; and employee OSHA awareness training. The Detroit-based business was founded about 15 years ago.

"EKS Services is delighted to be a part of D2D," said EKS Services CEO Clarence Carpenter. "Because of D2D, more businesses now have the opportunity of gaining exposure to the city of Detroit and collaborating with Detroit-based companies. Additionally we are appreciative that DEGC/D2D staff went over our sales pitch and introduced us to buyers."

EKS Services works with many Detroit-based companies such as Comerica Bank, Henry Ford Health System, Shinola, General Motors Corporation, Detroit Land Bank Authority, Wayne State University, and the Health Alliance Plan.

Since 2013, the revenue of EKS Services has increased approximately five percent to $894,000. Its employees earn an average salary of $45,000. In five years EKS Services hopes to be one of the top three environmental companies in the state of Michigan.

Williams Acosta, PLLC

Williams Acosta, PLLC is a Detroit-based, full service law firm. For 13 years it has served the legal needs of not only Michigan's business community, but also some clients outside of Michigan. The firm is minority-owned, and its practice areas include commercial litigation, corporate business, environmental, labor and employment, real estate, and eminent domain law. In 2013, Williams Acosta was in the first cohort of the DEGC D2D capacity-building program.

Williams Acosta has represented many prominent clients in the Detroit area, including General Motors, MGM Grand Casino, and DEGC. To David Domzal, partner of Williams Acosta, D2D is a valuable support system for smaller businesses in Detroit.

"The program has a lot of benefits, from interacting and networking with others to utilizing the resources that DEGC makes available," Domzal said. "For smaller businesses who may need some help gaining momentum, D2D is an excellent program."

Since participating in D2D, Williams Acosta's staff has increased eight percent. While revenue has remained steady, Domzal sees the network and lessons learned through D2D as long-term tools that he will leverage to achieve growth.

"We have a lot of great prospects right now, and in five years, I believe our company will have achieved substantial growth. One thing I like about D2D is that it encourages smaller businesses to get on board with the revitalization of Detroit," Domzal said. "There are a lot of bigger business moving in, and a rising tide raises all ships. Still, I'd like to see even more small businesses participating in the revitalization."

Overall, the D2D experience is something that Domzal truly enjoyed and would recommend to other Detroit businesses.

"I really would advise other businesses to get involved with D2D. The program has a lot of positive energy, and the people you work with truly want to see you succeed. It does require a time commitment, but the time spent is well worth it."

WA
Williams Acosta, PLLC
ATTORNEYS AND COUNSELORS

Hannah & Associates, Inc.

Hannah & Associates, Inc., provides architectural and interior design services for the design and construction industry. Its newest offering is 3D laser scanning to Building Information Modeling (BIM), a service that is particularly valuable in the city of Detroit where architectural drawings for many of the older buildings no longer exist. Hannah & Associates was founded in Detroit in 1993 by Chief Executive Officer Beverly Hannah- Jones. It also operates Hannah-Neumann/Smith, LLC, a strategic partnership with Neumann/Smith Architecture.

The firm currently works with many Detroit companies, including Blue Cross Blue Shield of Michigan, Bedrock Real Estate Services, The Christman Company, Turner Construction Company, and DEGC.

"D2D gave us the opportunity to meet new clients, sharpen our 'elevator speech' and understand the challenges companies are facing. We developed a real camaraderie with the others in the first cohort," Hannah-Jones said.

Since participating in D2D, Hannah & Associates has added about six new contracts for a total value of about $350,000. The firm's revenues increased 20% in 2014, and it added two new employees. The average employee salary is about $50,000.

"I would definitely encourage other business owners to participate in D2D. It's an opportunity to be with a diverse group of people from a wide variety of businesses. You realize everyone faces similar challenges in business, like how to hire and retain good employees, or how to get access to capital," Hannah-Jones said.

"And, by looking at the differences in the businesses, it makes you think about how you might change your business. It's a really valuable exchange of information all the way around," Hannah-Jones said.

Over the next five years, Hannah-Jones would like her firm to grow to at least 15 employees and have a major impact in the renovation of Detroit and the surrounding area by exposing more clients to the technological advances in the architectural and construction industry.

GS Group LLC

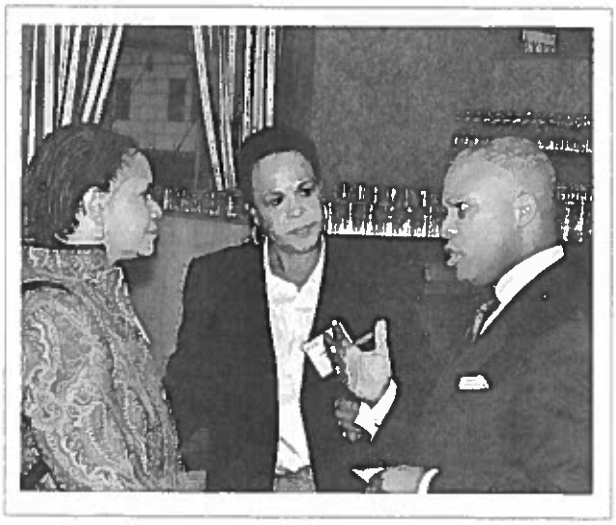
GS Group LLC, founded in 2005 and headquartered in Detroit, offers environmental consulting, including lead, asbestos, and mold; Phase I and Phase II Environmental Site Assessments; air and monitoring; clearance testing; remediation; and environmental training. The company was a participant in the inaugural D2D program.

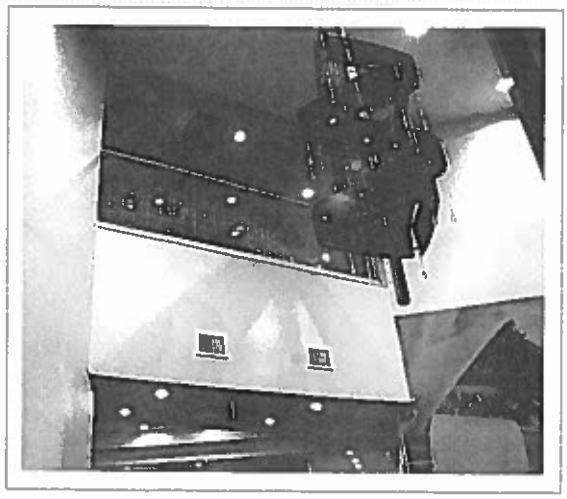
"I would recommend fellow business owners get involved with D2D, particularly the buyers, because it's so beneficial," said Monica Starks, co-founder, GS Group. "For example, the New Street training allowed me to look at our business in a different way. We look at our strategic planning in a completely new way based on the key learnings that came out of our workshops."

GS Group actively collaborates with other Detroit businesses such as fellow D2D inaugural cohort member EKS Services. Additional connections made as a result of the knowledge gained from the D2D program has resulted in additional contracts this year with the city of Detroit and EPA valued at approximately $10 million over the next 3 years.

Since GS Group LLC participated in the D2D program the company has seen a 20 percent growth in sales and in staff.

Over the next five years GS Group hopes to evolve into a $14 million company, exceeding the North American Industry Classification System (NAICS) capacity for small business in its primary NAICS code.





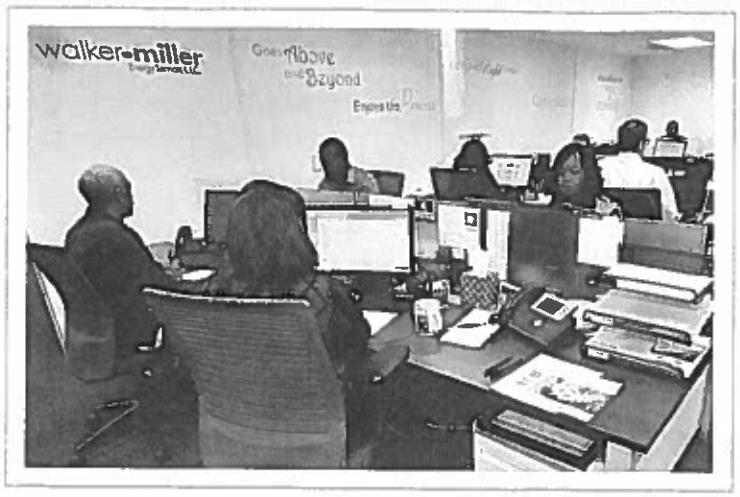
Centric Design Studio

Centric Design Studio (CDS), founded in 2008, is an architecture firm that merges the disciplines of architecture and graphic design. This Detroit-based firm specializes in education and healthcare design and 3D modeling and visualization.

Centric Design has worked on projects for Lakeridge Village, Detroit Public Schools, Techtown, HUDA Medical Clinic, and DMC in Detroit.

"The D2D program has allowed our firm access to D2D buyers and local Detroit small businesses, as well as provided public relations around our business. Its 'Where to Find…' brochures have been an invaluable marketing benefit to our local small business," said Saundra Little, principal.

Since 2013, its revenue has increased about 50 percent and it has been awarded seven new contracts, including the office renovation for fellow D2D participant Walker Miller Energy Services. Centric Design employs seven people with an average salary of $30,000. In five years Centric Design hopes to increase staff to 10 full-time employees and continue to grow business revenues through new contract opportunities with D2D buyers.



Walker Miller Energy Services, LLC

Walker Miller Energy Services, LLC (WMES) is an innovative energy waste reduction company made up of an experienced team of energy experts, including electrical and mechanical engineers, building analysts, certified energy managers, and technicians. WMES offers solutions that lead to increased operating efficiencies, thus decreasing consumption, shrinking the carbon footprint, and improving air quality, comfort and safety. The business participated in a DEGC D2D cohort in 2013.

WMES was founded in Detroit in 2000 by President and CEO Carla Walker-Miller. Some of the local companies WMES is currently working with include DTE Energy, Detroit Public Lighting Authority, DNV GL, Corby Energy Services, and Motor City Electric.

"D2D has been instrumental in expanding our network and providing us with tools such as the capacity-building program that help to elevate and advance our business. It has also provided us the ability to network and engage fellow participants to purchase their product or services, or refer services to them," said Walker-Miller.

To date, WMES has done business with at least 80 percent of fellow D2D participants. In addition, D2D has leveraged its status in the community to invite buyers from Detroit-based businesses to attend WMES meetings. Walker-Miller enjoys meeting the company representatives in person because it promotes more personal interaction, making it easier to build relationships and ask questions to help with business development.

Since participating in the D2D program, WMES revenue increased from more than $3.2 million in 2013 to more than $4.2 million in 2014. Similarly, the number of WMES employees has increased from 28 in 2013 to 42 in 2014.

The company's five-year goal is to be a multi-state corporation serving utilities, commercial, and residential customers in the energy efficiency market with market revenue of $10 million. WMES will continue to leverage the knowledge learned during the D2D program as it continues to work towards that goal.

Please join us as we create new opportunities for Detroiters and Detroit-based businesses.

Register your business in the D2D Business Database. Look for potential suppliers or customers. Watch for matchmaking and capacity-building events like those below.

Begin building your business or your supplier base by visiting d2dbusiness.org.

If you are interested in learning more about joining the D2D Buyers Council or supporting our efforts please contact us at d2d@degc.org.

D2D Programs and Events

Watch for D2D events and activities at **d2dbusiness.org/d2d-featured-events**, including:

PRO Sessions

Pre-Redevelopment Opportunity Sessions, or PROS bring buyers and suppliers in real estate development and construction together to meet and create relationships.

Business Outreach

D2D staff meet with small businesses in community settings.

Opportunity Events

Detroit businesses are invited to one-on-one sessions with large procurement organizations and to meet informally with each other and business resource providers.

Pure Michigan Business Connect

Log into **D2Dbusinessdatabase.org**, a web database of businesses where Detroit-based buyers and suppliers can find each other.

D2D

D2DBUSINESS.ORG ■ D2D@DEGC.ORG ■ (313) 237-4628

D2D and its partners are committed to helping Detroit businesses become "Buyer-Ready."

D2D Buyers Council

- Bedrock Real Estate Services
- Blue Cross Blue Shield of Michigan
- Comerica Inc.
- Compuware
- DMC
- DTE Energy
- Ernst & Young
- Ford Field
- Greektown Casino Hotel
- Henry Ford Health Systems
- Lowe Campbell Ewald
- Quicken Loans
- Skidmore Studio
- Strategic Staffing Solutions
- University of Detroit Mercy
- Urban Science
- Wayne State University

Detroit Economic Growth Corporation

Detroit Economic Growth Corporation (DEGC) is a non-profit organization that serves as the lead implementing agency for business retention, attraction and economic development initiatives in the city of Detroit. DEGC is led by a 60-member board comprised of business, civic, labor, and community leaders. Its 40 professionals provide staff services for key public authorities that offer tax credits and other forms of financing for projects that bring new jobs or economic activity to the city. Among them: the Downtown Development Authority (DDA), Detroit Brownfield Redevelopment Authority (DBRA), Economic Development Corporation (EDC), Neighborhood Development Corporation (NDC), Local Development Finance Authority (LDFA), and Tax Increment Finance Authority (TIFA). DEGC also provides planning, project management and other services under contract to the City of Detroit. (degc.org)

The New Economy Initiative

D2D has been made possible by the financial support of the New Economy Initiative of Southeastern Michigan.

The New Economy Initiative (NEI) is a $140 million philanthropic effort to help make thousands of ideas the next economic engine by getting entrepreneurs and small businesses what they need, when they need it, in order to succeed and grow. (neweconomyinitiative.org)

NEI new economy initiative

D2D

DEGC We're all business.

D2DBUSINESS.ORG ■ D2D@DEGC.ORG
(313) 237-4628

We Connect Detroit Supply and Demand

We connect quality Detroit companies as buyers and suppliers – building a community of businesses that are supporting each other's success.

Why D2D?

$925 million Annual purchases by 17 members of the D2D Buyers Council

28 Events with 2,200 Detroit companies attending

250+ Contract opportunities

$2.5 billion Potential market

A program of Detroit Economic Growth Corporation

DEGC
We're all business.

D2D Buyers Council

In 2014, these Detroit organizations made $925 million in purchases from other Detroit-based companies. They are committed to leading others to consider Detroit-based businesses as regular suppliers.

- Bedrock Real Estate Services
- Blue Cross Blue Shield of Michigan
- Comerica Inc.
- Compuware
- DMC
- DTE Energy
- Ernst & Young
- Ford Field
- Greektown Casino Hotel
- Henry Ford Health Systems
- Lowe Campbell Ewald
- Quicken Loans
- Skidmore Studio
- Strategic Staffing Solutions
- University of Detroit Mercy
- Urban Science
- Wayne State University

Please join us...

...as we create new opportunities for Detroiters and Detroit-based businesses.

Register your business in the D2D Business Database at:
d2dbusinessdatabase.org

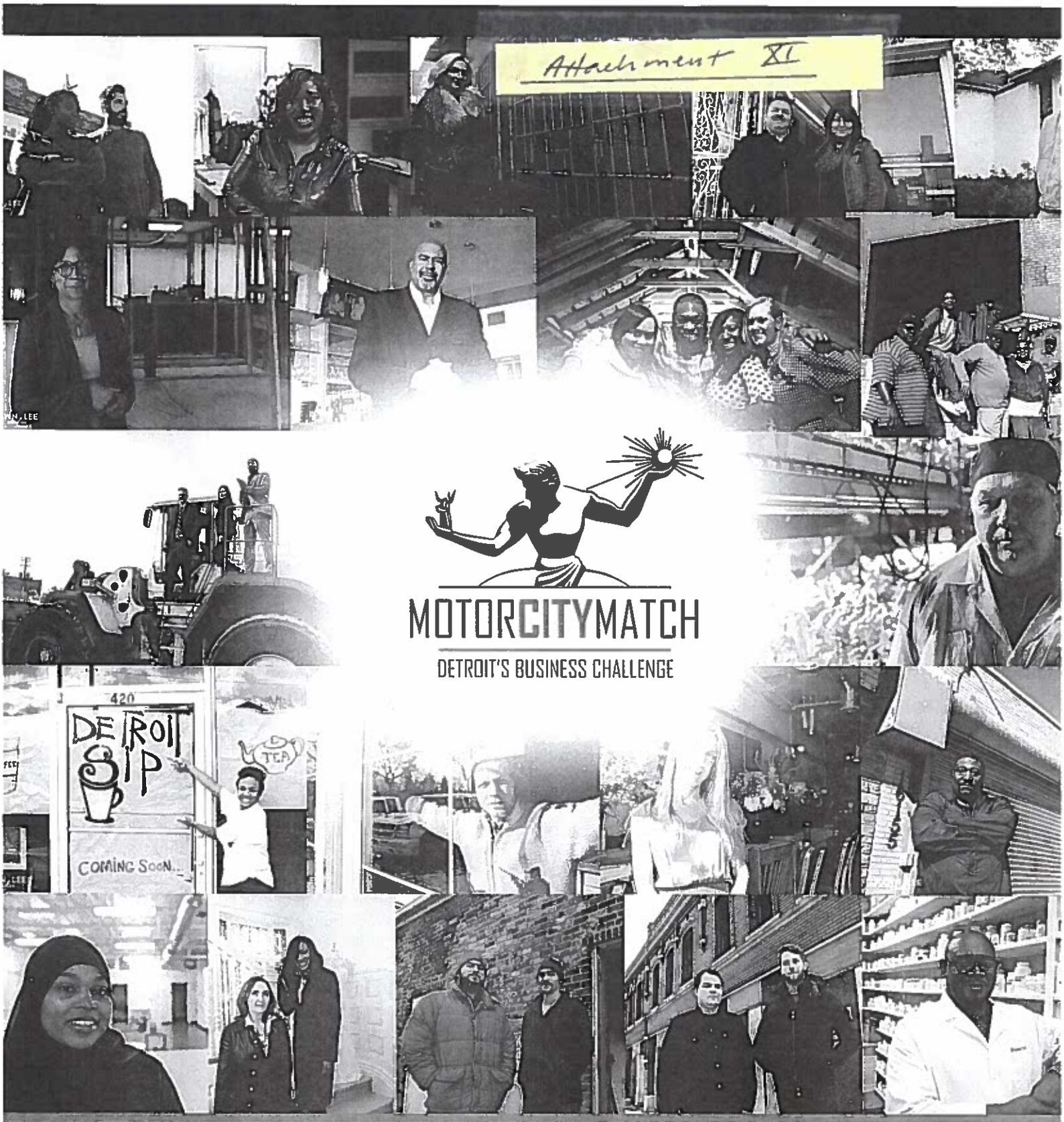
Watch for D2D events and activities at:
d2dbusiness.org/d2d-featured-events

Find out more about featured buyers and suppliers at:
d2dbusiness.org

If you are interested in learning more about joining the D2D Buyers Council or supporting our efforts please contact us at d2d@degc.org

D2D is made possible with the support of NEI new economy initiative

Attachment XI



MOTORCITYMATCH

DETROIT'S BUSINESS CHALLENGE

JOIN DETROIT'S **BUSINESS REVOLUTION**

APPLICATIONS OPEN MARCH 01 - APRIL 01

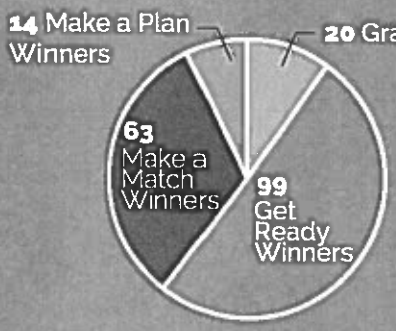
www.MotorCityMatch.com

GROWING
DETROIT'S BUSINESSES FROM IDEA TO OPEN

MOTORCITYMATCH
DETROIT'S BUSINESS CHALLENGE

ABOUT THE WINNERS:

66%	**DETROITER** OWNED BUSINESSES
70%	**MINORITY** OWNED BUSINESSES
67%	**WOMAN** OWNED BUSINESSES
50%	**MINORITY WOMAN** OWNED BUSINESSES



196 WINNERS
Are receiving funding or technical assistance to help them get from idea to open.

66% DETROITERS

33% NEW BUSINESSES COMING TO DETROIT

SO FAR...

$1 MILLION
MCM has invested $1M in winning ideas since our start in Feb. 2015

$6 MILLION
leveraged in public & private investment to grow new businesses in Detroit

... is your idea next?

www.MotorCityMatch.com @MotorCityMatch