Board of Directors & Annual Meeting
Friday, January 11, 2019 – 8:30 AM
LEAP Office
1000 S Washington Avenue, Suite #201
Lansing, Michigan 48910

AGENDA

1) Call to Order / Rollcall

2) Approval of LEDC Board Meeting Minutes – Friday, December 7, 2018

3) Accelerating the Runway (Presentation)
   Joe Carr, LEAP & Andrea & Samantha Bartlett, Stiched

4) Project Plan Recommendation Pablo’s Mexican Restaurant – Kris Klein LEAP (Action)

5) City of Lansing Programs – Anum Mughal, LEAP (Update)
   - City of Lansing Façade Grant Program
   - Opportunity Zones
   - Corridor Improvement Authorities

6) Project Updates

7) Open Forum for LEDC Board Members

8) Other Business

9) Public Comment

10) 2019 LEDC Board of Directors Election – January 2019

11) Adjournment

The Lansing Economic Development Corporation’s mission is to create quality jobs, diversify the local economy and improve overall quality of life by attracting, expanding and retaining business and industry in the City of Lansing.
Lansing Economic Development Corporation  
Board of Director’s Meeting Minutes  
Friday, January 11, 2019 - 8:30 AM  
LEAP Office- Executive Boardroom  
100 S Washington Avenue, Suite #201  
Lansing, MI  48910

Members Present:  Andrea Ragan, Calvin Jones, Shelley Boyd, Fred Schaible,  
Mayor Andy Schor, Thomas Donaldson

Members Absent:  Blake Johnson, James Butler III, Kimberly Coleman

Temp Members Present:  Julian Darden, Temporary Loan Committee Member

Staff Present:  Karl Darshimer, Marchelle Smith, Kris Klein,  
Anum Mughal

Guests:  Pablo Maldonado, Pablo’s Mexican Restaurant  
Brian McGrain, City of Lansing  
Rhonda Jones, Lansing Board of Water & Light (LBWL)

Public Present:  None

Recorded by:  Tedi R. Parsons, LEAP

Call to Order

Chair Ragan welcomed everyone and called the LEDC Board of Directors meeting to order at 8:54 a.m.

Approval of LEDC Board Meeting Minutes – Friday, December 7, 2018

MOTION:  Schaible moved to approve the LEDC meeting minutes from the Friday, December 7, 2018 LEDC Board of Director’s meeting as presented. Motion seconded by Boyd.

YEAS:  Unanimous. Motion carried.

Project Plan Recommendation-Pablo’s Mexican Restaurant

Klein provided a brief history of the Project Plan for City of Lansing project, Pablo’s Restaurant, to be located in REO Town. He introduced Pablo Maldonado, Owner,  
Pablo’s Mexican Restaurant. The LEDC Board of Directors will be approving the Project Plan at today’s meeting and will approve the final loan at the March 2019 meeting. Maldonado provided a history of why he is opening the new restaurant in REO Town. Schaible inquired if there is a required deadline for the official open date. Darshimer noted that this will be indicated in the Development Agreement. Mayor Schor noted that he supports this loan application and project plan and it has been forwarded to Lansing City Council. Discussion ensued over the liquor license process.

Darden noted that he is excited for this project and fully supports this and believes it will be a much needed addition to the REO Town area.
MOTION: Jones moved to approve the Pablo’s Mexican Project Plan as presented. Motion seconded by Butler. Motion Carries.

YEAS: Eight (8)

ABSTAIN: One (1) Donaldson

NAYS: Zero (0)

Accelerating the Runway (Presentation)

Dorshimer reintroduced Joe Carr, LEAP, New Economy Division, who provided a brief history of The Runway and the STITCHed consulting agreement. He introduced Andrea and Samantha Bartlett, STITCHed advising they were the consultants hired to run and oversee the new programming for Runway Lansing. The following was noted during the presentation:

- Overview of the STITCHed Consulting Agreement with the LEDC
- Overview of STITCHed’s background and history of their time at The Runway
- Overview of the Road to Retail Program – 12-week course offered in Summer of 2016, which had 4 fashion designers take part in
- Overview of the new programming offered through the Accelerating The Runway program
- Overview of supporting partners (Foster & Swift, Reo Town Marketplace, Polka Dots, Auto-Owners, Vintage Junkies, and Retail Therapy
- Announcement of 2018 and 2019 upcoming events and goals for next-year

Chair Ragan inquired about how STITCHed looks at diversity and how they select who they work with. Samantha noted that they are handling this as needed based on the client’s portfolios and current needs. Mayor Schor suggested STITCHed look at the City’s Ebay Retail Revival Program and consider working in other areas of Lansing (Stadium District, SW Lansing, etc.) to expand their services and help build capacity in other areas of the City. Coleman inquired about the connection between the original Runway program and the new Accelerating the Runway. Carr advised that they felt this was a natural evolution from taking the classes offered at The Runway and Lansing Community College (LCC).

City of Lansing Programs (Presentation)

Anum Mughal, LEAP, provided a presentation and update on the following:

City of Lansing Façade Grant Program: Total budget: $150,000, w/30 leads, 19 prospects, 15 qualified applicants, 5 currently underway and 2 completed.
Opportunity Zones: Overview of the new program offered in the City of Lansing, which has designated seven (7) Opportunity Zones.
Corridor Improvement Authorities: MACIA: recently appointed four new board members, bylaws are being reviewed by the City attorney’s office, the first Annual Meeting of is scheduled for January 25, 2019. SACIA: appointed three new board members, bylaws are being reviewed by the City attorney’s office, the first Annual Meeting of is scheduled for January 31, 2019

Mayor Schor noted that Dorshimer, Mughal, and Klein are doing a great job on behalf of the City of Lansing.
Project Updates

Dorshimer provided the following project updates:

2018 LEDC Annual Report: A handout was provided to the LEDC Board with today’s packets. He provided an overview of the report.

Red Cedar Renaissance: Believes this large-scale project is close to being ready to begin. The developers are working on a feasible Brownfield Plan and he is hoping to bring this plan to the LBRA board very soon.

2019 LEDC Board of Directors Election – January 2019

Chair Ragan advised that it was time once again for the Annual Election of Officers. She asked Boyd (Nominating Committee Chair) to provide a brief update on the election process. Boyd advised that she worked closely with Parsons, who reached-out to the LEDC Board members regarding the open positions on the board. Boyd requested Parsons hand-out the 2019 Election Ballots. The ballots were provided to all LEDC Board Members. Parsons noted the following 2019 election results:

- Chair: Calvin Jones
- Vice-Chair: Thomas Donaldson
- Treasurer: Blake 'Christopher' Johnson
- Secretary: Kimberly Coleman

Parsons advised that the newly elected Chair will begin his duties on Friday, February 1, 2019 at the next LEDC Board of Directors meeting.

Open Forum for LEDC Board of Directors

Chair Ragan opened the floor to the LEDC Board Members, who provided the following announcements/updates:

None were presented.

Other Business & Public Comment

None was provided.

Adjournment

There being no further business, Chair Ragan declared the LEDC meeting adjourned at 10:09 a.m.

[Karl Dorshimer, Director of Economic Development
Lansing Economic Area Partnership (LEAP)]
Call to Order

Chair Ragan welcomed everyone and called the LEDC Board of Directors meeting to order at 8:33 a.m. She asked Parsons to conduct rollcall and place on file. She noted that we will be moving through each meeting (LEDC-LBRA-TIIF), as the auditors from Rehmann-Robson are here and we want to be mindful of their time.

LEDC Audited Financial Statements –YE June 30, 2018 (ACTION)

Chair Ragan introduced Paul Matz and Will Love, Rehmann Robson, who provided an overview of the LEDC Audited Financial Statements Year-End June 30, 2018. The following was noted during Rehmann-Robson’s presentation. The following was noted during the presentation:

- Provided a brief overview of the audit process
- Overview of Auditors Communication with Those Charged with Governance
- Overview of the Independent Auditor’s Report
- Overview of the Statement of Financial Position (Page 5 of 24)
- Overview of the Statements of Activities (Page 6 of 24)
- Overview of the Statement of Functional Expenses (Pages 7-8)
- Overview of the Statements of Cash Flows (Page 9 of 24)
- Overview of the Note Receivables (Page 15)
- Noted Footnote #8-Termination of Facilities Lease (Page 18)
- Noted Footnote #10-Upcoming Accounting Pronouncement (Page 19)

Donaldson inquired about Footnote #9-Loan Guarantee and inquired if this will be addressed at a future meeting. Parsons noted that they are working with Dr. Joyce Suber, Michigan Women’s Foundation, who would like to continue the Guaranty Loan Agreement and will be a future LEDC meeting.
MOTION: Jones moved to approve the LEDC Audited Financial Statements – YE June 30, 2018, as presented and placed on file. Motion seconded by Boyd.

YEAS: Unanimous. Motion carried.

Meeting Adjourned: 8:48 AM
Meeting Reconvened: 9:10 AM

Approval of LEDC Board Meeting Minutes – Friday, November 2, 2018

MOTION: Jones moved to approve the LEDC meeting minutes from the Friday, November 2, 2018 LEDC Board of Director’s meeting as presented. Motion seconded by Boyd.

YEAS: Unanimous. Motion carried.

Professional Liability/D&O Insurance (Discussion/Update)

Dorshimer provided an update on the LEDC, LBRA and TIFA Board of Directors professional liability and D&O insurance noting that he continues to work with Steven Owen, Foster Swift (attorney for the LEDC). He advised that Owen has suggested the LEDC board purchase liability and D&O insurance. Dorshimer will bring the proposals to a future meeting. Schaible suggested that the LEDC look at exploring getting legislation changed to allow liability coverage for LEDC boards. Discussion ensued.

Select Chair for 2019 LEDC Board of Directors Election – January 2019

Chair Ragan advised that Member Shelley Boyd has agreed to serve as the Chair for the 2018 LEDC Board of Directors Nominating Committee. She asked Parsons to provide an update on the election process, taking place at the upcoming election (January 2019)

Project Updates

Dorshimer provided the following project updates:

Volaris Lansing – 3600 Dunkle Brownfield Redevelopment
Address: 3600 Dunkle Road
Brownfield Plan #73
Developer: WP Lansing-MI, LLC

The Developer in the process of getting site plan approval and permits from the City. They plan to close on the land in January and start work immediately after that. The $52 million project will begin with the remediation and demolition of the existing vacant 102,000 sf former hotel building. Then construction will begin on the 286-unit market rate multifamily apartment community comprised of four 4-story buildings. The project is scheduled to be completed by June 30, 2021.

Metro Park Place – (Former YMCA Site)
Address: 301 W. Lenawee
Brownfield Plan #54 Amendment #1
Developer: Y Site, LLC
The Building has been demolished and the site is being prepared for redevelopment. The amended Brownfield Plan has been approved by the City Council. Construction should begin by March of next year. The $25 million project will build a four-story building with 145 loft apartment units and 6,925 sf of commercial and retail space. The development should be completed by March 2020.

LorAnn Oils Redevelopment Project – Building Expansion
Address: 4518 Aurelius Road
Brownfield Plan #20a- Revision #1
Developer: LorAnn Oils
The most recent expansion of LorAnn Oils (including the addition of 3,200 sqft of warehouse and 3,700 sqft of office space) has been completed and the Company’s project reimbursement request has been reviewed and approved for reimbursement by LEAP staff. Investment in this expansion totals $1.5 million and will create 9 FTEs.

Project Name: Former EDS Site – Midwest Self Storage Development
Address: 930 W. Holmes
Brownfield Plan #74
Developer: 930 W Holmes, LLC (Midwest Self Storage)
This Brownfield Plan was approved by Council on November 5th. Developer has begun working on interior demo, asbestos abatement and a new roof for the building. The sites improvements will begin in the Spring. The Public Space Design Committee has submitted its recommendations to the Developer’s architect and they are being incorporated in the final plans. Property and Building improvements are estimated at $4,185,550 of which more than $500,000 will be spent on public infrastructure improvements turning 2 acres of impervious asphalt surface parking into green space.

Project Name: Provident Place
Address: 2200 E. Michigan Ave.
Brownfield Plan #67
Developer: 2200 Block, LLC (The Gillespie Company)
2200 East Michigan (Scott Gillespie) - demolition is over and the environmental remediation is complete. The site preparation is underway, and construction should soon start. The $7 million mixed-use development includes the construction of a 4-story building including 6,000 to 9,500 square feet of office/retail space on the first floor and between 33 and 37 residential units above. The new structure will also include underground parking. The project will be completed in 2019.

Project Name: 735 Hazel Street (formerly the Wing)
Address: 735 Hazel Street
Brownfield Plan #70
Developer: 735 Hazel, LLC (Urban Systems)
The Brownfield Plan was approved by the Lansing City Council. The Developer is working to close on their financing. The MDEQ has approved both the loan and grant to the LBRA to fund part of the Brownfield Costs. The project is expected to begin in March of next year and require $14.5 million of investment. This phase will create an estimated 100,000 sf of small business space and over 60 residential apartment units. Phase I is expected to be completed by January of 2020.
Project Name: Red Cedar Redevelopment Project  
Address: 203 S. Clipper Street  
Brownfield Plan #72  
Developer: Continental/Ferguson Lansing, LLC  
The Developer has submitted a draft brownfield plan that includes the construction of two hotels. Developer has also submitted an Economic Impact Study. The Development Agreement (CDA) has been extended to Dec 14 to allow time to finalize the draft Brownfield plan and agree on necessary amendments to the CDA.

Project Name: Capital City Market  
Address: 600 E. Michigan  
Brownfield Plan #75  
Developer: 600 E. Michigan-Lansing, LLC (Gillespie Group)  
The City Council has approved the Brownfield Plan. The Developer is planning to go to the December 18, MSF Board to seek approval of State Tax Capture and a CRP Grant of $1.5 million. With MSF Board approval the $41.5 million mixed use with Hotel, Urban Market and Apartments will begin early next year.

Open Forum for LEDC Board of Directors

Chair Ragan opened the floor to the LEDC Board Members, who provided the following announcements/updates:

Boyd: Inquired when the LEDC Board training session would take place. Dorshimer noted that he and Parsons are working on this and will advise at a future meeting.

Other Business & Public Comment

None.

Adjournment

There being no further business, Chair Ragan declared the LEDC meeting adjourned at 9:20 a.m.

Karl Dorshimer, Director of Economic Development  
Lansing Economic Area Partnership (LEAP)
MEMORANDUM

DATE: Friday, January 4, 2019

TO: LEDC Board of Directors

FROM: Kris Klein, Economic Development Specialist - on Behalf of the Lansing Economic Development Corporation Loan Committee

Subject: Request approval of Project Area and Project Plan for a $143,100 Loan from the Lansing Economic Development Corporation Business Loan Program for Pablo’s Mexican Restaurant – REO Town

On Friday, December 14, 2018, the Lansing Economic Development Corporation (LEDC) Loan Committee met to review and discuss an application for a $143,100 Loan to Pablo’s Mexican Restaurant – REO Town, through the LEDC Business Loan Program.

Pablo’s Mexican Restaurant LLC is a Michigan limited liability company owned by sole member Pablo Maldonado. The original restaurant, Pablo’s Panaderia, opened in 2005 at 311 East Grand River Avenue in the Old Town commercial district. The restaurant is focused on fresh, authentic Mexican cuisine, made from scratch daily.

Pablo plans to replicate the original food concept developed in Old Town in REO Town; however, there are several major improvements that Pablo will bring to the REO Town location (1102 S Washington Ave, Lansing, MI 48910). Seating capacity will increase substantially to 120, which includes 20 indoor tables plus 16 patio tables for outdoor summer dining. The property will accommodate 20 parking spaces, plus there is street parking as well. Lack of a liquor license at the Old Town location has been an obstacle in attracting a broader customer base, and Pablo is seeking a Liquor License to serve beer, wine, Margaritas and Sangria. The restaurant is projected to open in April of 2019. Upon opening, the new restaurant will create approximately 12 jobs. The REO Town location is an addition of a 2nd Lansing location and the Old Town location will remain in operation.

The total project cost is estimated to be $461,667 ($122,516 contribution by the applicant, $196,051 traditional loan, and $143,100 LEDC BFAP Loan).

After discussing the project, loan application, and business plan the Loan Committee recommends approval of the loan application by the LEDC Board of Directors. However, the LEDC Board is first required to approve a Project Area and Project Plan for review and approval by Lansing City Council.

Appended is the Project Plan and the loan terms recommended by the Loan Committee.
Pablo’s Mexican Restaurant – REO Town
LEDC Business Finance Assistance Program Loan Term Sheet

Project: Pablo’s Mexican Restaurant – REO Town

Location: 1102 S Washington Ave, Lansing, MI 48910

Applicant: Pablo Maldonado, owner

Program: Lansing Economic Development Corporation Business Loan Program

Background Information:
Pablo’s Mexican Restaurant LLC is a Michigan limited liability company owned by sole member Pablo Maldonado. The original restaurant, Pablo’s Panadería, opened in 2005 at 311 East Grand River Avenue in the Old Town commercial district. The restaurant is focused on fresh, authentic Mexican cuisine, made from scratch daily—there’s not one ingredient you’ll find in the restaurant that comes from a can! Pablo's has many specialties that keep customers coming back for breakfast, lunch or dinner, but the restaurant is famous for their Tortas, a Mexican sandwich made with fresh bread, avocado, onion, tomato, jalapeno and shredded cheese.

Project Description:
Pablo plans to replicate the original food concept developed in Old Town in REO Town; however, there are several major improvements that Pablo will bring to the REO Town location. Seating capacity will increase substantially to 120, which includes 20 indoor tables plus 16 patio tables for outdoor summer dining. The property will accommodate 20 parking spaces, plus there is street parking as well, thanks to the recent redevelopment. Lack of a liquor license at the Old Town location has been an obstacle in attracting a broader customer base, and Pablo is seeking a Liquor License to serve beer, wine, Margaritas and Sangria. The restaurant is projected to open in April of 2019. Upon opening, the new restaurant will create approximately 12 – 13 jobs.

Level of Investment: The total project cost is estimated to be $461,667 ($122,516 contribution by the applicant, $196,051 traditional loan, and $143,100 LEDC BFAP Loan)

Terms of the Loan:
Term: 7 years (84 months)
Loan Amount: $143,100
Interest Rate: 7%
Payments: Monthly
  • First 6 Months Interest Only: $834.76 (est.)
  • 77 Principle & Interest payments: $2,288.75 (est.)
  • Final Balloon Payment of P&I Balance
Fees (due at closing):
$1000.00 Loan Application Fee (paid to Lender-LEDC)
$1,431.00 Loan Closing Fee (paid to Lender-LEDC, due at closing)
Document Fee not to exceed $5,000 (certified check to Foster Swift)
Loan Structure: Secondary to senior lender
Security: Personal guaranty from Pablo Maldonado
Collateral: • Liquor License
  • Mortgage on 1102 S Washington Ave, Lansing, MI 48910
  • Life Insurance Policy on Pablo Maldonado
Additional Terms: Closing and disbursement of the loan is contingent on the following:
  • Letter of Commitment from the Primary Lender for the Project
LANSING ECONOMIC DEVELOPMENT CORPORATION
1000 S. Washington Square
Suite 201
Lansing, Michigan 48910
(517) 702-3387

Project Plan:
PABLO'S MEXICAN RESTAURANT - REO TOWN
1102 S WASHINGTON AVE, LANSING, MI 48910

January 4, 2018
The following information is submitted in response to the requirements of Section 8(4) of the Economic Development Corporations Act, No 338 of 1974, as amended, and this information accurately presents the intent of this enterprise to pursue and complete this project in the project area approved on _____________ by the Economic Development Corporation of the City of Lansing.

THE ACT REQUIRES THAT A PROJECT PLAN CONTAIN THE FOLLOWING INFORMATION:

A. THE LOCATION AND EXTENT OF EXISTING STREETS AND OTHER PUBLIC FACILITIES WITHIN THE PROJECT DISTRICT AREA, AND SHALL DESIGNATE THE LOCATION, CHARACTER, AND EXTENT OF THE CATEGORIES OF PUBLIC AND PRIVATE LAND USES THEN EXISTING AND PROPOSED FOR THE PROJECT AREA, INCLUDING RESIDENTIAL, RECREATIONAL, COMMERCIAL, INDUSTRIAL, EDUCATIONAL AND OTHER USES, AND SHALL INCLUDE A LEGAL DESCRIPTION OF THE PROJECT AREA. [Section 8 (4) (a)].

1. Location and extent of existing streets and other public facilities within the project area:

The Project is located at 1102 S Washington Ave, Lansing, MI 48910. There are no existing public streets in the project area.

2. Designation of the location, character and extent of the public and private land uses for the project area:

The project is an 1,800 sq. ft. former Standard Oil service station with a brick exterior and tiled roof. The proposed use is a Mexican-style restaurant.

Current Property Class: Commercial

Current Zoning: “F” Commercial - The intent of the "F" and "F-1" Commercial Districts is to allow general retail commercial uses. Permitted Uses: General retail uses (i.e., comparison retail, theater, hotel) as well as convenience retail and office uses.

3. Legal description of the project area:

Parcel #1:
1102 S WASHINGTON AVE, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-040
N 1/2 LOT 1 & E 46 FT OF N 1/2 LOT 2 BLOCK 195 ORIG PLAT

Parcel #2:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-030
E 4 FT OF W 20 FT OF N 82.5 FT LOT 2 BLOCK 195 ORIG PLAT

Parcel #3:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-021
COM S LINE ELM ST 49 FT E OF NE COR LOT 4, TH E 33 FT, S 82.5 FT, W
33 FT, N 82.5 FT TO BEG; BLOCK 195 ORIG PLAT

Parcel #4:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-011
E 43 FT OF W 49 FT OF N 1/2 LOT 3 BLOCK 195 ORIG PLAT

B. A DESCRIPTION OF EXISTING IMPROVEMENTS IN THE PROJECT
AREA TO BE DEMOLISHED, REPAIRED, OR ALTERED. A
DESCRIPTION OF REPAIRS AND ALTERNATIONS, AND AN
ESTIMATE OF THE TIME REQUIRED FOR COMPLETION. [Section 8 (4)
(b)].

1. Existing improvements to be demolished, repaired or altered:
Alterations to existing improvements on Parcel #1 include interior remodel, exterior façade
remodel, and the addition of an outdoor patio.

2. Estimate of time for completion of repairs, alterations and
improvements:
All repairs, alterations, and improvements are estimated to take 4-6 months for completion.

C. THE LOCATION, EXTENT, CHARACTER, AND ESTIMATED COST OF
THE IMPROVEMENTS, INCLUDING REHABILITATION
CONTEMPLATED FOR THE PROJECT AREA AND AN ESTIMATE OF
THE TIME REQUIRED FOR COMPLETION. [Section 8 (4) (c)].
1. **Location of improvements:**

The improvements will be to both the interior and exterior of the existing building.

2. **Description of extent and character of improvements:**

Redevelopment of former Standard Oil service station into a Mexican Restaurant. Improvements include build-out of dining area, kitchen and exterior patio seating area. Additional improvements to the façade and parking lot.

3. **Estimate of time required for completion:**

4-6 months from the start of the project.

4. **Estimated cost of improvements:**

Total Estimated Project Cost (including acquisition): $461,667

Estimated Cost of Building Renovation and Equipment: $210,947

D. **A STATEMENT OF THE CONSTRUCTION OR STAGES OF CONSTRUCTION PLANNED, AND THE ESTIMATED TIME OF COMPLETION OF EACH STAGE.** [Section 8 (4) (d)].

The remainder of the Project will be completed in a single stage.

E. **A DESCRIPTION OF THE PARTS OF THE PROJECT AREA TO BE LEFT AS OPEN SPACE AND THE USE CONTEMPLATED FOR THE SPACE.** [Section 8 (4)(e)].

Parcels #2, #3, and #4 are currently open space. No use beyond additional parking is contemplated for this space.
F. A DESCRIPTION OF PORTIONS OF THE PROJECT AREA WHICH THE CORPORATION DESIRES TO SELL, DONATE, EXCHANGE, OR LEASE TO OR FROM THE MUNICIPALITY AND THE PROPOSED TERMS. [Section 8 (4) (f)].

The corporation does not desire to sell, donate, exchange, or lease to or from the municipality any portion of the project area.

G. A DESCRIPTION OF DESIRED ZONING CHANGES AND CHANGES IN STREETS, STREET LEVELS, INTERSECTIONS, AND UTILITIES. [Section 8 (4) (g)].

1. A description of desired zoning changes:

No zoning changes are anticipated for this project.

2. A description of desired changes in streets, street levels, intersections, and utilities:

No changes in streets, street levels, intersections, and utilities are anticipated for this project.

H. THE STATEMENT OF THE PROPOSED METHOD OF FINANCING THE PROJECT INCLUDING A STATEMENT BY A PERSON DESCRIBED IN SUBPARAGRAPH (J) INDICATING THE PAYMENT TO ALL PERSONS PERFORMING WORK ON THE CONSTRUCTION PROJECT OF THE PREVAILING WAGE AND FRINGE BENEFIT RATES (IF REQUIRED BY LAW) FOR THE SAME OR SIMILAR WORK IN THE LOCALITY IN WHICH THE WORK IS TO BE PERFORMED AND A STATEMENT OF THE ABILITY OF THE CORPORATION TO ARRANGE THE FINANCING. THE PREVAILING WAGE AND FRINGE BENEFIT RATES SHALL BE DETERMINED PURSUANT TO ACT NO. 166 OF THE PUBLIC ACTS OF 1965, AS AMENDED, BEING SECTIONS 408.551 TO 408.558 OF THE MICHIGAN COMPILED LAWS. [Section 8 (4) (h)].
1. The statement of the proposed method of financing the project, and the ability of the Corporation to arrange the financing:

The project will be a combination of financing including Lansing Economic Development Corporation loan funds, owner equity, and bank loans. Estimates of sources are provided below.

- Owner Equity: $122,516
- Bank Loan(s): $196,051
- LEDC Loan: $143,100

2. A statement by person described in (J), below, indicating the payment to all persons performing work on the construction project of the prevailing wage and fringe benefit rates for the same or similar work in the locality in which the work is to be performed (if required by law):

This is not applicable to the project.

I. A LIST OF PERSONS WHO WILL MANAGE OR BE ASSOCIATED WITH THE MANAGEMENT OF THE PROJECT FOR A PERIOD OF NOT LESS THAN ONE YEAR FROM THE DATE OF APPROVAL OF THE PROJECT PLAN. [Section 8 (4) (i)].

Pablo Maldonado, owner of Pablo’s Mexican Restaurant.

J. DESIGNATION OF THE PERSON OR PERSONS, NATURAL OR CORPORATE, TO WHOM THE PROJECT IS TO BE LEASED, SOLD, OR CONVEYED IN ANY MANNER AND FOR WHOSE BENEFIT THE PROJECT IS BEING UNDERTAKEN IF THAT INFORMATION IS AVAILABLE TO THE CORPORATION. [Section 8 (4) (j)].

Pablo's Mexican Restaurant LLC

K. IF THERE IS NOT AN EXPRESS OR IMPLIED AGREEMENT BETWEEN THE CORPORATION AND PERSONS, NATURAL OR CORPORATE, THAT THE PROJECT WILL BE LEASED, SOLD, OR CONVEYED TO THOSE PERSONS, THE PROCEDURES FOR BIDDING FOR THE LEASING, PURCHASING, OR CONVEYING IN ANY MANNER OF THE PROJECT UPON ITS COMPLETION. [Section 8 (4) (k)].
None, Property owned by the corporation


Does not apply, no persons are residing in the project area nor are any families or individuals be displaced as part of this project.

M. A PLAN FOR ESTABLISHING PRIORITY FOR THE RELOCATION OF PERSONS DISPLACED BY THE PROJECT IN NEW HOUSING IN THE PROJECT AREA. [Section 8 (4) (m)].

None is required, no persons will be displaced as part of this project.

N. PROVISIONS FOR THE COSTS OF RELOCATING PERSONS DISPLACED BY THE PROJECT AND FINANCIAL ASSISTANCE AND REIMBURSEMENT OF EXPENSES, INCLUDING LITIGATION EXPENSES AND EXPENSES INCIDENT TO THE TRANSFER OF TITLE, IN ACCORDANCE WITH THE STANDARDS AND PROVISIONS OF THE FEDERAL UNIFORM RELOCATION ASSISTANCE AND REAL PROPERTY ACQUISITION POLICIES ACT OF 1970, 42 U.S.C. 4601 to 4655. [Section 8 (4) (n)].
None is required, no persons will be displaced as part of this project.

O. A PLAN FOR COMPLIANCE WITH ACT NO. 227, OF THE PUBLIC ACTS OF 1972 (AN ACT TO PROVIDE FINANCIAL ASSISTANCE, ADVISORY SERVICES AND REIMBURSEMENT OF CERTAIN EXPENSES TO PERSONS DISPLACED FROM REAL PROPERTY OR DEPRIVED OF CERTAIN RIGHTS IN REAL PROPERTY), BEING SECTIONS 213.321 TO 213.332 OF THE MICHIGAN COMPILED LAWS. [Section 8 (4) (o)].

None is required, no persons will be displaced as part of this project.

P. OTHER MATERIAL AS THE CORPORATION, LOCAL PUBLIC AGENCY, OR GOVERNING BODY CONSIDERS PERTINENT. [Section 8 (4) (p)].

1. See Exhibit 2, Transfer of Employment Certificate.

None is required.
EXHIBIT 1
Legal Description of Project Area

Land in the City of Lansing, County of Ingham, Michigan, more particularly described as:

Parcel #1:
1102 S WASHINGTON AVE, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-040
N 1/2 LOT 1 & E 46 FT OF N 1/2 LOT 2 BLOCK 195 ORIG PLAT

Parcel #2:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-030
E 4 FT OF W 20 FT OF N 82.5 FT LOT 2 BLOCK 195 ORIG PLAT

Parcel #3:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-021
COM S LINE ELM ST 49 FT E OF NE COR LOT 4, TH E 33 FT, S 82.5 FT, W 33 FT, N
82.5 FT TO BEG; BLOCK 195 ORIG PLAT

Parcel #4:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-011
E 43 FT OF W 49 FT OF N 1/2 LOT 3 BLOCK 195 ORIG PLAT
EXHIBIT 2
Transfer of Employment Certificate

The undersigned, ________________________________, of
__________________________________________, a Michigan
______________________________________ (Name of "Company"), hereby certifies on behalf of
said Company to the City of Lansing as follows:

The ________________________________ project (Name of "Project"),
of the Economic Development Corporation of the City of Lansing shall not result in the
transfer of the employment of more than 20 full-time persons from any municipality of
the State of Michigan to the City of Lansing by reason of the use of the Project by the
Company, or any other person, firm or entity presently anticipated by any officer,
employee or other representative of the Company to be a potential user of any portion of
the Project.

______________________________________

a Michigan ______________________

By: ______________________________

Dated: ____________________________  Its: __________________________________
LANSLING ECONOMIC DEVELOPMENT CORPORATION

Resolution Designating Project Area and
Recommending Project Plan

Pablo’s Mexican Restaurant Project – REO Town
1102 S Washington Ave, Lansing, MI 48910

At a regular meeting of the Board of Directors of the Lansing Economic Development Corporation, Lansing, Michigan, held on the 11th day of January 2019, at 8:30 a.m., pursuant to notice duly given:

Members Present: Andrea Ragan, James Butler III, Christopher ‘Blake’ Johnson
Calvin Jones, Mayor Andy Schor, Kimberly Coleman,
Shelley Boyd, Thomas Donaldson, Frederick Schaible

Members Absent: None

The following preamble and resolution was offered by:

Member: Jones, and supported by;

Member: Butler

WHEREAS, The Lansing Economic Development Corporation (LEDC) (the “Issuer”) has prepared a project plan (the “Plan”), a copy of which has been presented to this meeting for the Pablo’s Mexican Restaurant Project (the “Project”) in accordance with Public Act No. 338, Public Acts of Michigan, 1974, as amended (the “Act”); and

WHEREAS, the LEDC Board of Directors has duly considered such Plan and has found same to be in compliance with the provision of the Act.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE LANSING ECONOMIC DEVELOPMENT CORPORATION AS FOLLOWS:

1. In accordance with Section 8 (1) of the Act, the Project Area is designated as follows:

Parcel #1:
1102 S WASHINGTON AVE, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-040
N 1/2 LOT 1 & E 46 FT OF N 1/2 LOT 2 BLOCK 195 ORIG PLAT

Parcel #2:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-030
E 4 FT OF W 20 FT OF N 82.5 FT LOT 2 BLOCK 195 ORIG PLAT

Parcel #3:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-021
COM S LINE ELM ST 49 FT E OF NE COR LOT 4, TH E 33 FT, S 82.5 FT, W 33 FT, N 82.5 FT TO BEG; BLOCK 195 ORIG PLAT

Parcel #4:
W ELM ST, LANSING, MI 48910
Parcel Number: 33-01-01-21-178-011
E 43 FT OF W 49 FT OF N 1/2 LOT 3 BLOCK 195 ORIG PLAT

2. The Project Plan meets all the requirements set forth in Section 8 (4) of the Act.

3. Based upon the information contained in the Project Plan and all other information heretofore brought to the attention of this Board of Directors, the Issuer hereby certifies that the Project shall not have the effect of transferring employment of more than 20 full-time persons from any municipality of the State of Michigan to the City of Lansing, except for such transfers as may be consented to by the governing bodies of any affected municipalities prior to closing, and the Issuer hereby approves the Project in accordance with Section 8 (3) of the Act.

4. The City Council of the City of Lansing is hereby requested, following a public hearing in accordance with the Act to determine that the Plan constitutes a public purpose, to approve the Plan and to authorize the Issuer to take such steps as are necessary to implement the Project.

YEAS: Eight (8)
NAYS: Zero (0)
ABSTENTIONS: One (1) – Donaldson
ABSENT: Zero (0)
RESOLUTION DECLARED ADOPTED

STATE OF MICHIGAN )
 ) SS.
COUNTY OF INGHAM )

I hereby certify that the foregoing is a true and complete copy of a resolution adopted at a special meeting of the Lansing Economic Development Corporation held on the 11th day of January 2019, and said resolution is on file in the LEDC Office and is available to the public. Public notice of said meeting was given pursuant to and in compliance with Act No. 267, Public Acts of Michigan, 1976, as amended, including in the case of a special or rescheduled meeting, notice by publication or posting at least eighteen (18) hours prior to the time set for the meeting. In addition, said meeting was held in full compliance with the LEDC's By-laws.

IN WITNESS WHEREOF, I have hereto affixed my official signature.

Calvin Jones, Secretary

Friday, January 11, 2019
Date
Board of Directors &
Annual Meeting

Friday, January 11, 2019

Accelerating The Runway

Andrea and Samantha Bartlett
Co-Founders, STITCHed Fashion Consulting
From Incubator to Accelerator

- After leaving the Knapp's Center:
  - Assisted with the formation of STITCHed Fashion Consulting.
  - Executed contract to administer the Accelerating The Runway program.
  - STITCHed began assisting clients and conducting outreach immediately.
  - Curriculum was finalized and the workshops were ready to be announced.

Road 2 Retail

- Road 2 Retail was a 12 week course that ran during the summer of 2016.
- 4 fashion designers attended.
- Culminated in trunk show for a designer.
**Introductions**

- Andrea and Samantha Bartlett- yes we are twins!
- Lansing Community College Fashion Design Program
- Siena Heights University
- Over 10 years customer service experience
- 2 years experience teaching at Lansing Community College
  - 1 year as Co-Program Faculty Chairs
- Managers at Polka Dots Boutique in Old Town
- Co-Founders of STITCHed Fashion Consulting
- Executive Directors of Accelerating the Runway

---

**Lansing Style**

- Through *Accelerating The Runway* we help *stitch* Lansing’s fashion community together.
- We feel there is a growing need for more fashion centric education in the Lansing area.
- We want to help our clients reach their true potential, both creatively and with their businesses.
Partnerships

FOSTER SWIFT
Foster Swift Collins & Smith PC Attorneys

POLKA DOTS
boutique

MARKETPLACE

AMERICA'S SBDC
MICHIGAN

Auto-Owners
INSURANCE
LIFE • HOME • CAR • BUSINESS

Who are we helping through ATR?

- Kyra Crandol – online boutique owner from Grand Rapids, starting her own fashion line.
- Cindy McElroy – currently designing an innovative prototype.
- Justin Hrcka – currently enrolled at FIDM.
- Evan Simon – founder of Laibel Me, MSU Marketing/Advertising student.
- Mustijaba Adawe – designing a tween modesty line.
- Josephine Keenan – developing an innovative fashion line.
### 2018 Events
- ATR 1st Cohort
- REO Town Marketplace Holiday Pop Up
- Runway Advisory Committee Meeting
- Presentation at the MSU Hatch
- Presentation at Carrabba's Italian Grill

### 2019 Upcoming Events
- Women in Entrepreneurship presentation at MSU (date to TBA)
- Two part Education and Sewing Event collaboration with Vintage Junkies at REO Town Marketplace
- ATR 2nd Cohort
- REO Town Marketplace Pop Up
- Fashion Event in Old Town

### Goals for Spring 2019
- Expanding our reach
- Connecting established designers with local partners
- Engaging more people on social media
- Exploring a membership model for a “Makerspace” with REO Town Marketplace
- Putting our classes on Teachable
- Offering more sewing classes- as creative outlet/blow off steam
- Panel discussion on recent topics in today’s world pertaining to fashion
  - Garment industry
  - How to succeed in a saturated market
  - Business advice for start ups
Accelerating The Runway

CONTACT US

Samantha & Andrea Bartlett
Stitched Fashion Consulting
Stitched517.com
stitched517@gmail.com
616-303-1719

Corridor Programs

Anum Mughal
Economic-Corridor Development Specialist
anum@purelansing.com
Corridor Facade Program
Strengthening the economic viability of Lansing's non-downtown commercial corridors by improving the appearance and structural condition of buildings.

Total Budget: $150,000

<table>
<thead>
<tr>
<th>Amount Committed</th>
<th>Private Investment</th>
<th>Remaining Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>$75,931</td>
<td>$113,000+</td>
<td>$72,569</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Leads</th>
<th>Prospects</th>
<th>Qualified</th>
<th>Underway</th>
<th>Completed</th>
</tr>
</thead>
<tbody>
<tr>
<td>30</td>
<td>19</td>
<td>15</td>
<td>5</td>
<td>2</td>
</tr>
</tbody>
</table>

www.purelansing.com/corridorfacade

Bake n' Cakes

Before

After
## Underway Projects

<table>
<thead>
<tr>
<th>Business Name</th>
<th>Address</th>
<th>Grant Amount</th>
<th>Total Cost</th>
<th>Est. Job Creation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biggby Coffee</td>
<td>2002 W. Saginaw Highway</td>
<td>$20,000</td>
<td>$44,000</td>
<td>3</td>
</tr>
<tr>
<td>Wheelhouse</td>
<td>1103 S. Washington Avenue</td>
<td>$4,478</td>
<td>$8,956</td>
<td>1</td>
</tr>
<tr>
<td>REACH Art</td>
<td>1800-1814 S. Washington Avenue</td>
<td>$18,500</td>
<td>59,000</td>
<td>6</td>
</tr>
</tbody>
</table>
Corridor Improvement Authority

Michigan Avenue Corridor Improvement Authority

Eastern edge of the Pere Marquette Rail Line in the City of Lansing to the western city limits to the east

- Appointed 4 new members
- Bylaws are being reviewed by the CAO
- Annual Meeting is scheduled for January 25th 2019
Saginaw Street Corridor Improvement Authority

Western City Limits along Saginaw Street, east to Pennsylvania Avenue

- Appointed 3 new members
- Bylaws are being reviewed by the CAO
- Annual Meeting is scheduled for January 31st 2019

Opportunity Zones

The Opportunity Zone program allows investors to reinvest capital gains with reduced tax liability. The City of Lansing has designated seven opportunity zones in widespread priority areas, which will potentially help attract investors and capital to improve vital corridors in the city.
O-zone District Prospectus
ALFRESCO DISTRICT
SOUTH CEDAR CORRIDOR - WEST 196

CENSUS TRACT: 2606500005305
1.51 SQ MI | 5.30 MI
Total population: 4,775 | Total jobs: 2,645
Total businesses: 80

THE SOUTHSIDE
SOUTH MARTIN LUTHER KING JR BLVD CORRIDOR | SOUTHWEST LANSING

CENSUS TRACTS
2606500000202; 26065003700
26065005100
4.156 SQ MI | 16.31 MI
Total population: 3,292 | Total jobs: 4,227
Total businesses: 583

Interactive Map for Lansing Opportunity Zones showcasing
- Available properties & businesses
- Points of interest

www.purelansing.com/opportunityzones
LEAP Opportunity Zones Network
Local and national experts working together to maximize community benefit

Thank you!