

# MMCA Day of Development Part VIII

COMMUNITY DEVELOPMENT  
COMMUNITY PARTNERSHIPS



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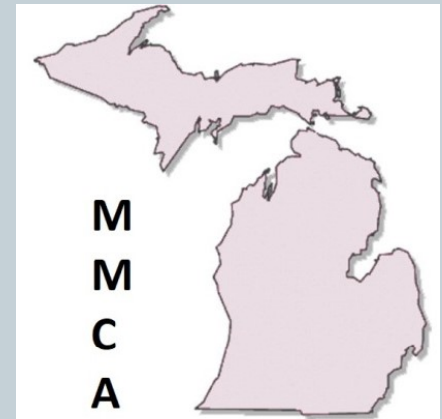


- Patricia A. Cole - MMCA
- Sarida Scott-Montgomery - CDAD
- Tahirih Ziegler – Detroit CDFI Coalition
- Jason A. Cole – RELA Detroit
- Alisha Moss – NABWIC/READ
- Shannon Sclafani – ULI
- Jill Ferrari - MMHC

# Patricia Cole



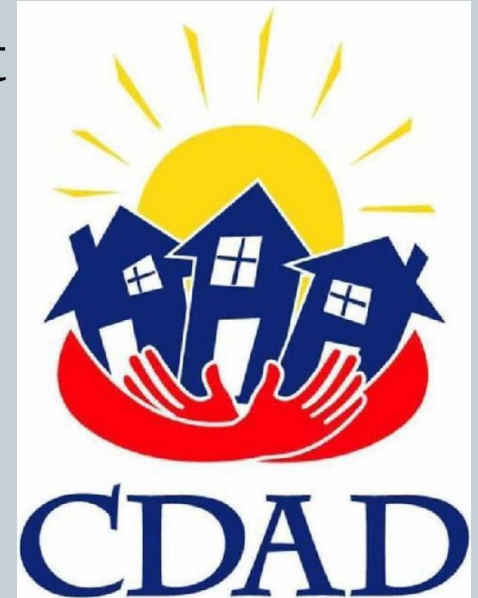
- Michigan Minority Contractors Association
- [www.michmca.org](http://www.michmca.org)
- 313.384.3337
- Programs:
  - Membership \$250 Small \$500 Med. \$1000 Large \$1500 Corporate
  - Capacity Building 12wks \$600.00
  - Real Estate Investing 12wks \$240.00
  - Commercial Development 12wks \$600.00



# Sarida Scott-Montgomery



- Community Development Advocates of Detroit
- [www.cdad-online.org](http://www.cdad-online.org)
- 313.832.4566
- Programs:
  - Membership \$100
  - Community Development Week
  - FICON
  - CEDAM Real Estate Bootcamp



# Tahirih Ziegler



- Detroit CDFI Coalition
- [www.detroitcdficoalition.org](http://www.detroitcdficoalition.org)
- 313.596.8222
- Programs:
  - 0% Rehab
  - Detroit Community Development Awards
  - Detroit Bridging Neighborhoods Program
  - Equitable Impact Investment Fund





# Jason A. Cole



- Real Estate Lenders Association
- [www.reladetroit.org](http://www.reladetroit.org)
- 313.384.3337
- Programs:
  - Commercial Real Estate Lenders
  - Community Development Financial Institutions
  - Credit Unions
  - Private Equity



**RELA DETROIT**

# Alisha Moss



- National Association Black Women In Construction

- [www.nabwic.org](http://www.nabwic.org)

- (786) 515-5015

- Programs:

- Membership \$200.00
- Career Days & Student Programs
- Think & Grow Rich
- Billion Dollar Luncheon
- Hardhats & Heels



# Alisha Moss



- Real Estate Association of Developers
- [www.readdevelopers.org](http://www.readdevelopers.org)
- Phone 313.701.1385
- Programs:
  - Membership \$365.00
  - Technical Assistance





# Shannon Sclafani



- Urban Land Institute
- <https://michigan.uli.org/>
- 248-807-1600
- Programs:
  - Membership \$430.00
  - Young Leaders
  - Women in Leadership
  - Pathways to Inclusion
  - Larson Center for Leadership



# Jill Ferrari



- Michigan Multi Housing Council
- [www.mihousingcouncil.com](http://www.mihousingcouncil.com)
- [www.nmhc.org](http://www.nmhc.org)
- 517.487.9360
- Programs:
  - Membership \$575.00



**MICHIGAN**  
HOUSING COUNCIL

# Cheryl Anne Farmer



- Michigan Community Developers Association
- [www.mcdahome.org](http://www.mcdahome.org)
- 734.498.3188
- Programs:
  - Membership \$100.00
  - Technical Assistance Conference
  - Small Contractor & Lead Professional Workshops
  - Michigan Housing Rehabilitation Specialists Network



# GOALS



- Working together for the greater good
  - MMCA \* DEGC \* ULI \* AGC - Developer Contractor Roundtable
  - CDFI \* CDAD - LIHTC Repositioning
  - ULI \* READ – Pathways to Inclusion
  - MMCA \* NABWIC \* DAP \* DAR \* NOMA \* NAMCE \* REIA \* READ – Developers Toolkit

# OBJECTIVES



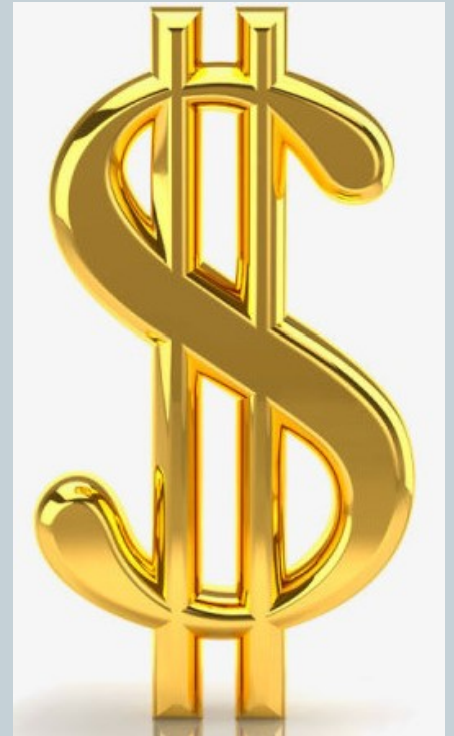
- Programs
- Partners
- Projects
- Profits



# NEW DOLLARS



- USAA – Real Estate
- David Reahl 312.382.5601
- TIAA – Bank
- Thomas Gilson 248.871.7798
- NFCU – Business Banking
- James Salmon 703.255.8837
- AAA – Bank
- Anne Arvia 800.222.6424





# PACE



- Robert “Bob” Mattler
- 248-762-4370
- [greenps14@gmail.com](mailto:greenps14@gmail.com)
- [www.CounterpointeSRE.com](http://www.CounterpointeSRE.com)
- Property Assessed Clean Energy
- Upto 10% in the Capital Stack



# PORTFOLIO For Sale



- Marcel Pearl
- 248-851-5000
- [MPearl@COHNCOMMERCIAL.COM](mailto:MPearl@COHNCOMMERCIAL.COM)
- [www.cohncommercial.com](http://www.cohncommercial.com)
- Eastside Dirt
- Westside Retail



# TOOLS

- Developers Toolkit
- Bankers
- Planners
- Designers
- Engineers
- Contractors
- Developers
- Investors
- Bureacrats



- Detroit Cabinet Manu.

○ Design Center



- Houses
- Realtors
- Contractors
- Titlers
- Appraisers
- Inspectors
- Mortgagors

# CONTACT



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- 12908 West Seven Mile Road Detroit, Michigan 48235
- 313.384.3337
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- [www.michmca.org](http://www.michmca.org)