

MMCA

DAY OF DEVELOPMENT

DEVELOPERS TOOLKIT



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WHAT'S STILL NEEDED

AAREP

<http://aarepdc.org/>

Established in 1995, the African American Real Estate Professionals DC Foundation was developed to support the advancement of those African Americans seeking to obtain career establishment and growth within the commercial real estate industry through education

RELA

<http://www.rela.org/index.php/en/>

The Real Estate Lenders Association, Inc., is a national not-for-profit corporation formed in 1991 to provide a forum for real estate lenders and equity investors to advance their knowledge and expertise in their industry. RELA currently has five Chapters in New York City, Chicago, Boston, Washington, D.C. and New Jersey.

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2. SEMCOG South East Michigan Council of Governments
3. DFC Detroit Future City
4. Census Bureau
5. Loveland
6. CDAD Community Development Advocates of Detroit
7. MCR Michigan Community Resources
8. AAS Accounting Aid Society
9. AFP Association of Fundraising Professionals
10. D4 Doing Development Differently in Detroit

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PAPERWORK

Letter of Commitment

Memorandum of Understanding

Letter of Collaboration

Development Agreement

Offer to Purchase / Purchase Agreement

Option Agreement

Community Benefits Agreement

Building Plans & Specs

CERTIFICATION

NATIONAL DEVELOPMENT COUNCIL
CERTIFICATION <EDFP/HDFP>

www.nationaldevelopmentcouncil.org/

PRIVATE SECTOR MAJORITY
ULI

CERTIFICATION <RED/REDF>

www.uli.org

NON-PROFIT SECTOR

NACEDA

CERTIFICATION <NONE>

www.naceda.org

PUBLIC SECTOR

IEDC

CERTIFICATION <CEcD>

www.iedconline.org/

PRIVATE SECTOR MINORITY
NABHOOD

CERTIFICATION <NONE>

www.nabhood.net/

STEPS TO CERTIFICATION

1. ASSET MANAGER	Neighborworks	CHAM
2. PROPERTY MANAGER	IREM	CPM
3. INVESTMENT MANAGER	CCIM	CCIM
4. CONSTRUCTION MANAGER	CMAANET	CCM
5. MARKETING MANAGER	SMPS	CPSM
6. TRAINING MANAGER	ASTD	CPLP
7. STAFFING MANAGER	SHRM	PHR
8. LEGAL MANAGER	ALANET	CLM
9. TECHNOLOGY MANAGER	ATMAE	CTM
10. ACCOUNTING MANAGER	IMNET	CMA
11. PROJECT MANAGER	APM	APM
12. ENGINEERING MANAGER	NCEES	EIT
13. DESIGNING MANAGER	USGBC	LEED AP
14. DESIGN BUILD MANAGER	DBIA	DBIA
15. PLANNING MANAGER	APA	AICP

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[illegible]

P3

Public
Crowd Funding

Private
Bank / Foundation / Corporation

Partnership
General Partner 501c3 (1%) CDAD / Limited Partner LLC (99%) MHC-ULI

MSHDA QAP 4% or 9% Deals

LIHTC Connection

The Guidebook

www.guidebook.com

National Association Regional Councils

www.narc.org

National Association Development Officer

www.nado.org

Affordable Housing Tax Credit Coalition

www.taxcreditcoalition.org

National Association State Local Equity Funds

www.naslef.org

National Low Income Housing Coalition

www.nlihc.org

Loan Syndication & Trading Association

www.lsta.org

National Equity Fund

<http://www.nefinc.org/>

National Housing Conference

<http://www.nhc.org/>

National Association Affordable Housing Lenders

<http://naahl.org/>

Enterprise Community Partners

<http://www.enterprisecommunity.com/>

National Council State Housing Agencies

<https://www.ncsha.org/>

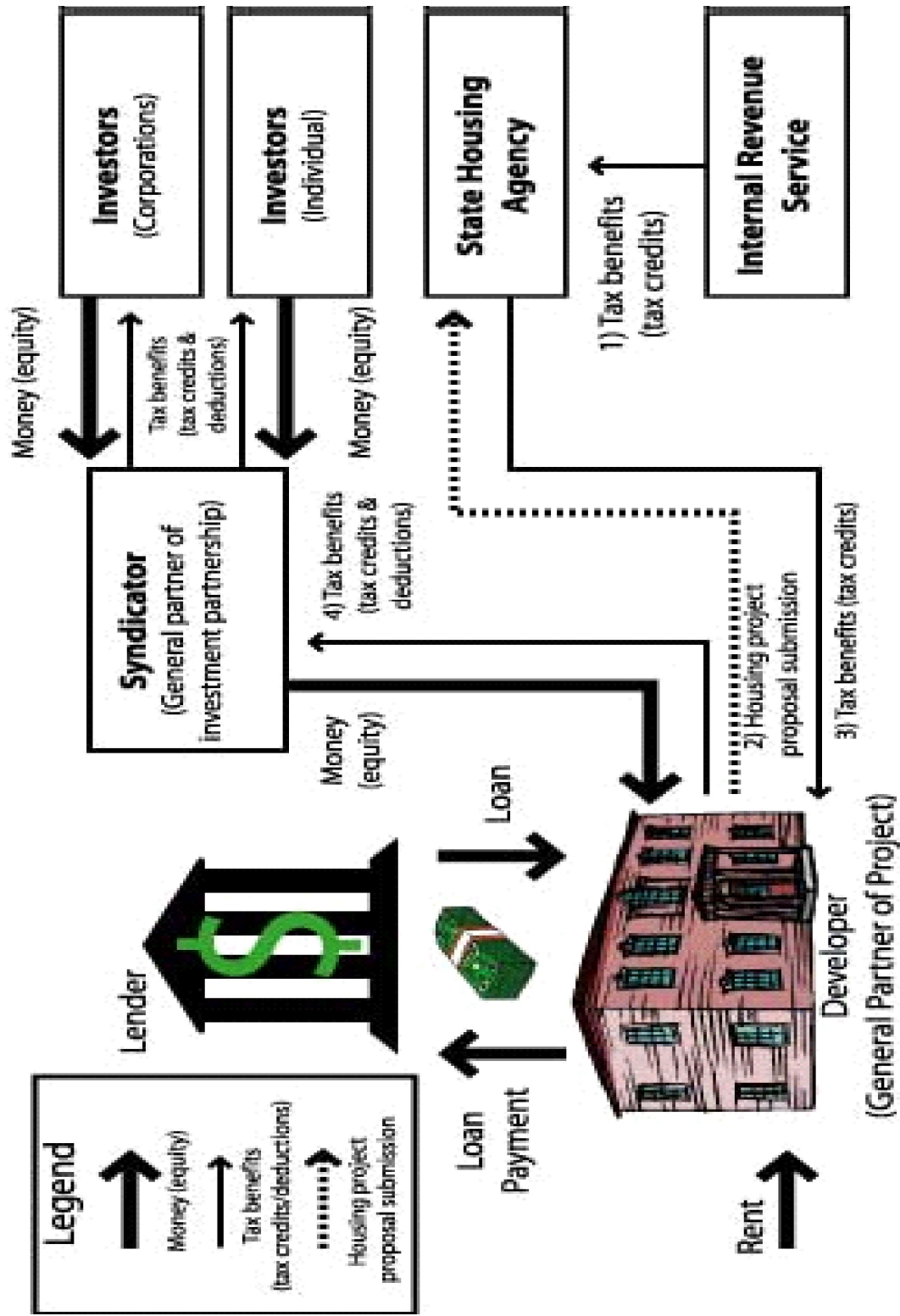
National Affordable Housing Trust

<http://www.naht.org/>

National Affordable Housing Management Association

<http://www.nahma.org/>

LIHTC FLOWCHART



DEVELOPMENT PROCESS FLOWCHART

Exhibit 1
Diagrams of the REAL ESTATE DEVELOPMENT PROCESS

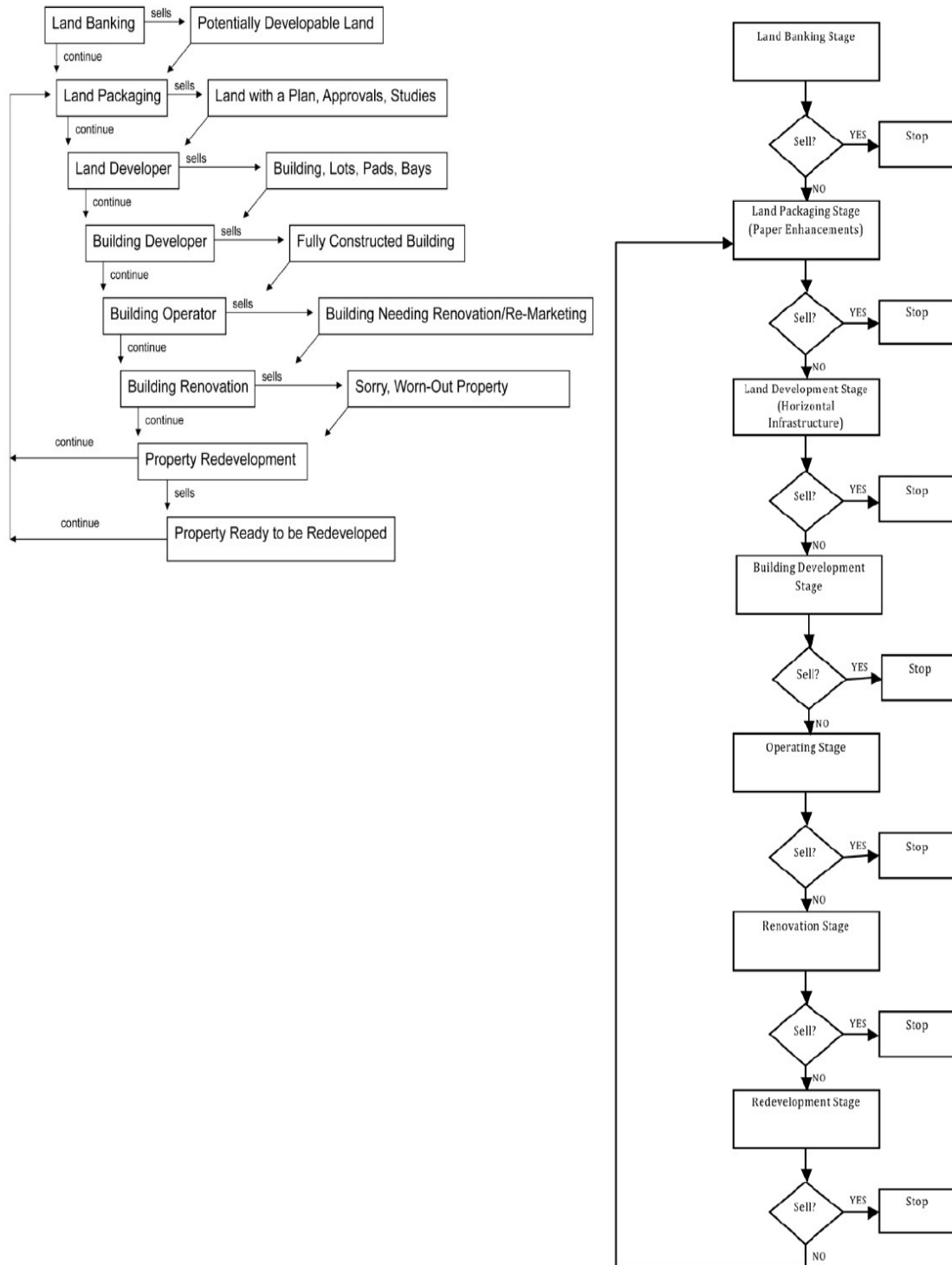


Figure 1

**Pro-Forma Summary :
Hypothetical Residential Subdivision**

Project Revenues

Number of Units	50
Average Sale Per Unit	\$ 400,000
Gross Sales	\$ 20,000,000
Less Commissions, Fees	<u>- \$ 800,000</u>
Net Project Revenues	\$ 19,200,000

Project Costs

Land Acquisition	\$ 2,575,000
Planning, Design & Approvals	\$ 600,000
Sitework & Building Construction	\$ 12,175,000
Amenities, Off-Site Costs	\$ 100,000
Management & Overhead	<u>\$ 1,760,500</u>
Total Project Costs	\$ 17,210,500

Net Cash Flow Before Financing **\$ 1,989,500**

Financing Interest **\$ 1,102,400**

Net Cash Flow to Developer **\$ 887,100**

Cash Investment **\$ 1,020,600**

Total Cash-On-Cash Return **86.9 %**

Annualized Cash-On-Cash Return **19.9 %**

Internal Rate of Return **22.4 %**

HISTORY

Originally under the NAMC Detroit Chapter name in 2011 I started hosting a 2hour conversation about diversifying the contractors business model into creating wealth through Development. Development takes so much more in resources both team and financial. I opened up the invitees to include the following groups; Detroit Association of Realtors, Detroit Association of Planners, Real Estate Investors Association of Detroit, National Organization of Minority Architects Detroit Chapter, and National Association Minority Consulting Engineers Detroit Chapter. We featured speakers who have had success in getting things done in a very turbulent economic environment like the following people:

Chris Jackson

Medical Office Building

Mondrian Living

Cliff Brown

The Scott

Joel Ferguson

State Fair Grounds

Glenn E. Wash

Livernois Shopping Center

Schaffer Lyndon Storage

Fenkyl Meyers Townhouses

Ryan Road Correctional Facility

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PROGRAMS

EB5

This **program** is known as **EB-5** for the name of the employment-based fifth preference visa that participants receive. Congress created the **EB-5 Program** in 1990 to stimulate the U.S. economy through job creation and capital investment by foreign investors <https://www.uscis.gov/eb-5>

LIHTC

The **Low Income Housing Tax Credit** (LIHTC - often pronounced "lie-tech", Housing Credit) is a dollar-for-dollar **tax credit** in the **United States** for affordable housing investments. It was created under the **Tax Reform Act of 1986**(TRA86) that gives incentives for the utilization of **private equity** in the development of **affordable housing** aimed at **low-income** Americans http://portal.hud.gov/hudportal/HUD?src=/program_offices/fair_housing_equal_opp/lihtc_mou

NMTC

The **New Markets Tax Credit (NMTC) Program** was established in 2000 as part of the **Community Renewal Tax Relief Act of 2000**. The goal of the program is to spur revitalization efforts of low-income and impoverished communities across the United States and Territories. The NMTC Program provides tax credit incentives to investors for equity investments in certified Community Development Entities, which invest in low-income communities <https://www.irs.gov/pub/irs-utl/atgnmtc.pdf>

HPTC

20% Rehabilitation Tax Credit. The Federal **historic preservation** tax incentives **program**. (the 20% credit) is jointly administered by the U.S.. Department of the Interior <http://www.nps.gov/tps/tax-incentives/before-you-apply.htm>
<http://www.nps.gov/tps/tax-incentives/taxdocs/about-tax-incentives-2012.pdf>

506D PPM

In the **United States** under the **Securities Act of 1933**, any offer to sell **securities** must either be registered with the **United States Securities and Exchange Commission** (SEC) or meet certain qualifications to exempt them from such registration. **Regulation D** (or **Reg D**) contains the rules providing exemptions from the registration requirements, allowing some companies to offer and sell their securities without having to register the securities with the SEC.^[1] A Regulation D offering is intended to make access to the capital markets possible for small companies that could not otherwise bear the costs of a normal SEC registration. Reg D may also refer to an **investment strategy**, mostly associated with **hedge funds**, based upon the same regulation. <https://www.sec.gov/answers/rule506.htm>

SBA 504

Real Estate & Equipment Loans: CDC/**504**. The CDC/**504** Loan **Program** provides financing for major fixed assets such as equipment or real estate <https://www.sba.gov/loans-grants/see-what-sba-offers/sba-loan-programs/cdc-504>

JOBS/MILE ACT

The **Jumpstart Our Business Startups Act** or **JOBS Act**, is a law intended to encourage **funding** of United States **small businesses** by easing various **securities regulations**. It passed with **bipartisan** support, and was signed into law by President **Barack Obama** on April 5, 2012. The term "The JOBS Act" is also sometimes used informally to refer to just Titles II and III of the legislation^[1] which are the two most important pieces to much of the **equity crowd funding** and **startup** community. Title II went into effect on September 23, 2013.^[2] On October 30, 2015, the SEC adopted final rules allowing Title III **equity crowd funding**.^{[3][4]} The final rules and forms are effective May 16, 2016
<https://www.gpo.gov/fdsys/pkg/BILLS-112hr3606enr/pdf/BILLS-112hr3606enr.pdf>

The Michigan crowdfunding legislation, Michigan Invests Locally Exemption (MILE), allows small businesses to raise capital by reaching out to Michigan residents to invest in their companies. There are many things to keep in mind and pitfalls to avoid prior to using the MILE for raising funds. If someone violates either the Federal or State regulations there could be dire consequences. Therefore, we recommend you consult a securities attorney prior to offering to sell a security.

[http://legislature.mi.gov/\(S\(esun52scqr2gfjslazlcu30\)\)/mileg.aspx?page=getObject&objectName=2013-HB-4996](http://legislature.mi.gov/(S(esun52scqr2gfjslazlcu30))/mileg.aspx?page=getObject&objectName=2013-HB-4996)

BROWNFIELD

The City of Detroit Brownfield Redevelopment Authority (DBRA) was established pursuant to Michigan Public Act 381 of 1996 ("Act 381"), as amended, to promote the revitalization of environmentally distressed and blighted areas within the boundaries of the City of Detroit, Michigan. Under Act 381, developers of properties that are located in Detroit, that qualify as contaminated, blighted, or functionally obsolete and are part of an approved Brownfield plan, may be eligible for Tax Increment Financing (TIF) reimbursement for both environmental and non-environmental activities. These eligible activities include baseline environmental assessments and remediation, demolition, lead and asbestos abatement, site preparation, and public infrastructure improvements.

<http://www.degc.org/about-degc/dbra-application-process>

OPRA

The Obsolete Property Rehabilitation Act (OPRA) provides an exemption from ad valorem property taxes to commercial property and commercial housing property that is being rehabilitated. A new exemption will not be granted after December 2016, but an exemption that is in effect will continue until the certificate expires.

<http://www.degc.org/data/uploads/PA%20146.pdf>

REVOLVING

The Housing/Office/Retail Development Program was established by the City of Detroit Downtown Development Authority (DDA) to stimulate additional residential and commercial activities in the Downtown District.

<http://www.investdetroit.com/managed-funds/>

SELF DIRECTED IRA (PRIVATE BANK)

A self-directed IRA puts you in the driver seat of your financial future, giving you the freedom and control to invest in assets you know and understand best. The power of a self-directed IRA comes from the almost endless investment options. You are not limited to just stocks, bonds and mutual funds – you can invest in real estate,

promissory notes, tax liens, private businesses, precious metals, etc. Plus you reap the asset protection and all of the tax advantages that come with government-sponsored retirement plans.

<https://www.trustetc.com/self-directed-ira>

STRATEGIC FUND

AN ACT relating to the economic development of this state; to create the Michigan strategic fund and to prescribe its powers and duties; to transfer and provide for the acquisition and succession to the rights, properties, obligations, and duties of the job development authority and the Michigan economic development authority to the Michigan strategic fund; to provide for the expenditure of proceeds in certain funds to which the Michigan strategic fund succeeds in ownership; to provide for the issuance of, and terms and conditions for, certain notes and bonds of the Michigan strategic fund; to create certain boards and funds; to create certain permanent funds; to exempt the property, income, and operation of the fund and its bonds and notes, and the interest thereon, from certain taxes; to provide for the creation of certain centers within and for the purposes of the Michigan strategic fund; to provide for the creation and funding of certain accounts for certain purposes; to impose certain powers and duties upon certain officials, departments, and authorities of this state; to make certain loans, grants, and investments; to provide penalties; to make an appropriation; and to repeal acts and parts of acts.

PACE Equity provides turnkey project development of energy efficiency projects in commercial buildings with long term PACE financing <http://pace-equity.com/>

LOANS

108

Section 108 is the loan guarantee component of the Community Development Block Grant (CDBG) Program. Section 108 provides communities with a source of financing for economic development, housing rehabilitation, public facilities, and large-scale physical development projects. This flexibility makes it one of the most potent and important public investment tools that HUD offers to local governments. The Section 108 loan guarantee program allows local governments to transform a small portion of their CDBG funds into federally guaranteed loans large enough to pursue physical and economic revitalization projects capable of renewing entire neighborhoods. Such public investment is often needed to inspire private economic activity, providing the initial resources or simply the confidence that private firms and individuals may need to invest in distressed areas. Local governments borrowing funds guaranteed by HUD through the Section 108 program must pledge their current and future CDBG allocations as security for the loan.

312B

The Section 312 Rehabilitation Loan Program encouraged rehabilitation of one- to four-unit private properties. GNMA (Government National Mortgage Association) agreed to purchase loans originated by lenders at below-market interest rates. Direct federal loans were made available to building owners, with a three percent interest rate for 20 years. The program operated as a cooperative venture between the federal government, which furnished the loan funds, and localities, which processed the loans. Section 312 authorized direct federal loans to eligible borrowers whose repayments, together with appropriations and other income, formed a “revolving fund” from which other Section 312 loans were made. HUD ended the program and in 2001 sold the outstanding loan proceeds.

224D

223f

HUD FHA 223(f) Apartment Loans Overview

HUD 223(f) apartment loans are available for the acquisition or refinancing of 5+ unit multifamily properties and are a great financing option for borrowers looking for maximum leverage and longer fixed rates and terms. There are no income or rent restrictions under Section 223(f) unless otherwise required by a project based HAP contract or other regulatory agreement. HUD FHA 223(f) insured mortgages are non-recourse with no market - economic or population - restrictions.

Loan sizes above \$1 million - no maximum	Up to 35 year fixed rate terms
83.3% LTV for market rate apartments	1.17 minimum DSCR
90% LTV for project based rental assistance	HUD insured mortgages are non-recourse

CAPITAL ONE MULTIFAMILY FINANCE

<http://www.capitalone.com/commercial/multifamily/financing/fha-hud/>

Detroit Land Bank Authority
Detroit Building Authority
Detroit Planning and Development Department
Project Guide Template

1. Executive Summary
 - a. Overview of what your current accomplishments
 - b. Overview of the vision and project plan
 - c. Any other information important to the project
2. Detailed Plan Document
 - a. brief explanation of project
 - i. highlight the community need & explaining your solution
 - ii. project stages (how are you getting to the vision)
 - b. Timeline for each phase
 - c. MAP
 - i. List the requested parcels
 - ii. Bird's eye view of the area with your buildings and phases
 - d. Other participating organizations, what they are doing, and money or materials donated
 - e. Funding types
 - i. How much will the total vision cost to complete
 - ii. Current Assets for Project (What funding do you have now)
 1. Money
 2. Furniture, equipment
 - iii. Future Assets for Project (what funding are you seeking)
 1. Fundraising sources- corporate
 2. Projected income received from plan
 3. Grants & other

USES (HIGHEST & BEST)

HOTEL

APARTMENT

CONDO

HOUSING

RETAIL

MANUFACTURING

ENTERTAINMENT

OFFICE

STORAGE

MEDICAL

Marijuana

Housing

EDUCATION

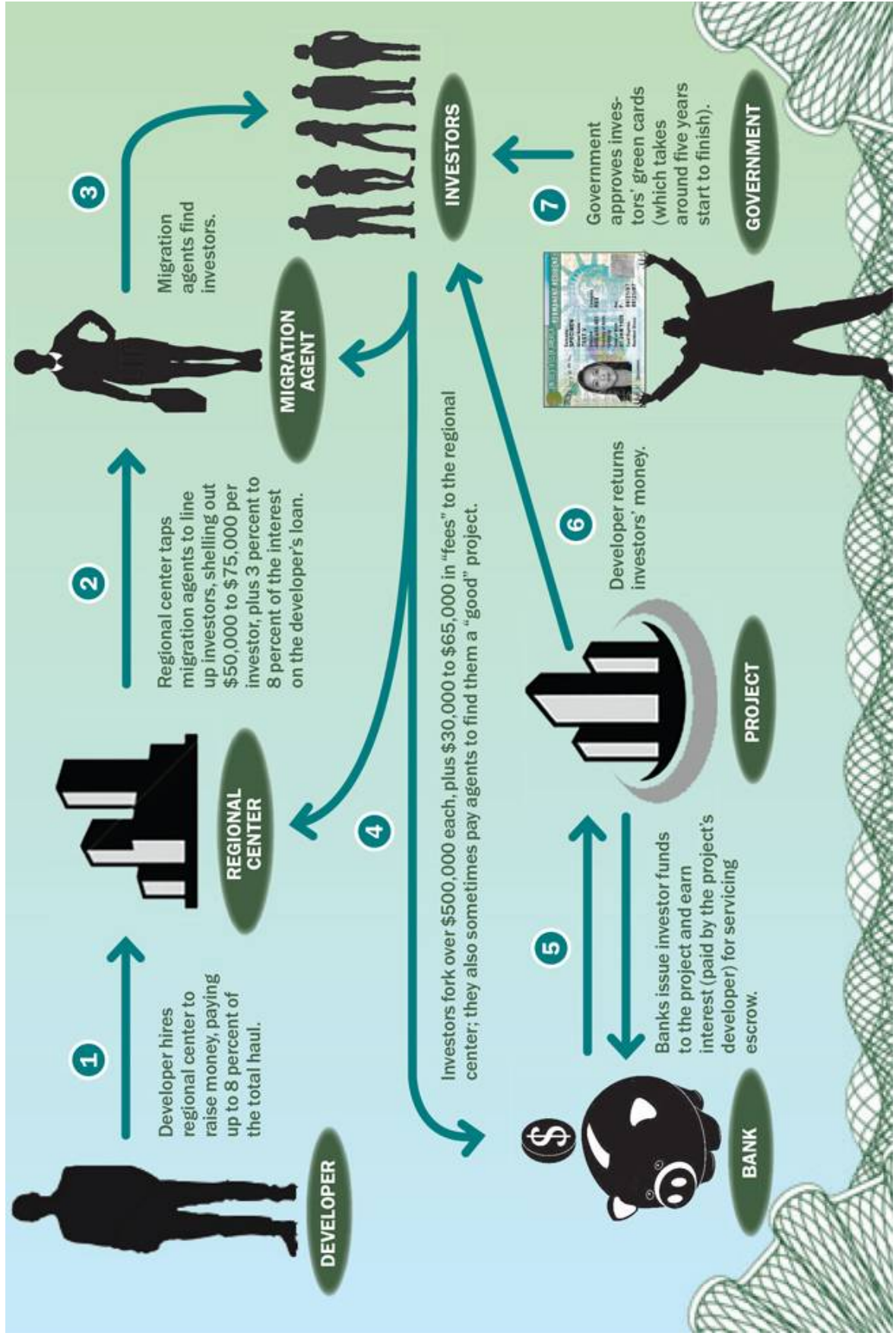
COMMERCIAL

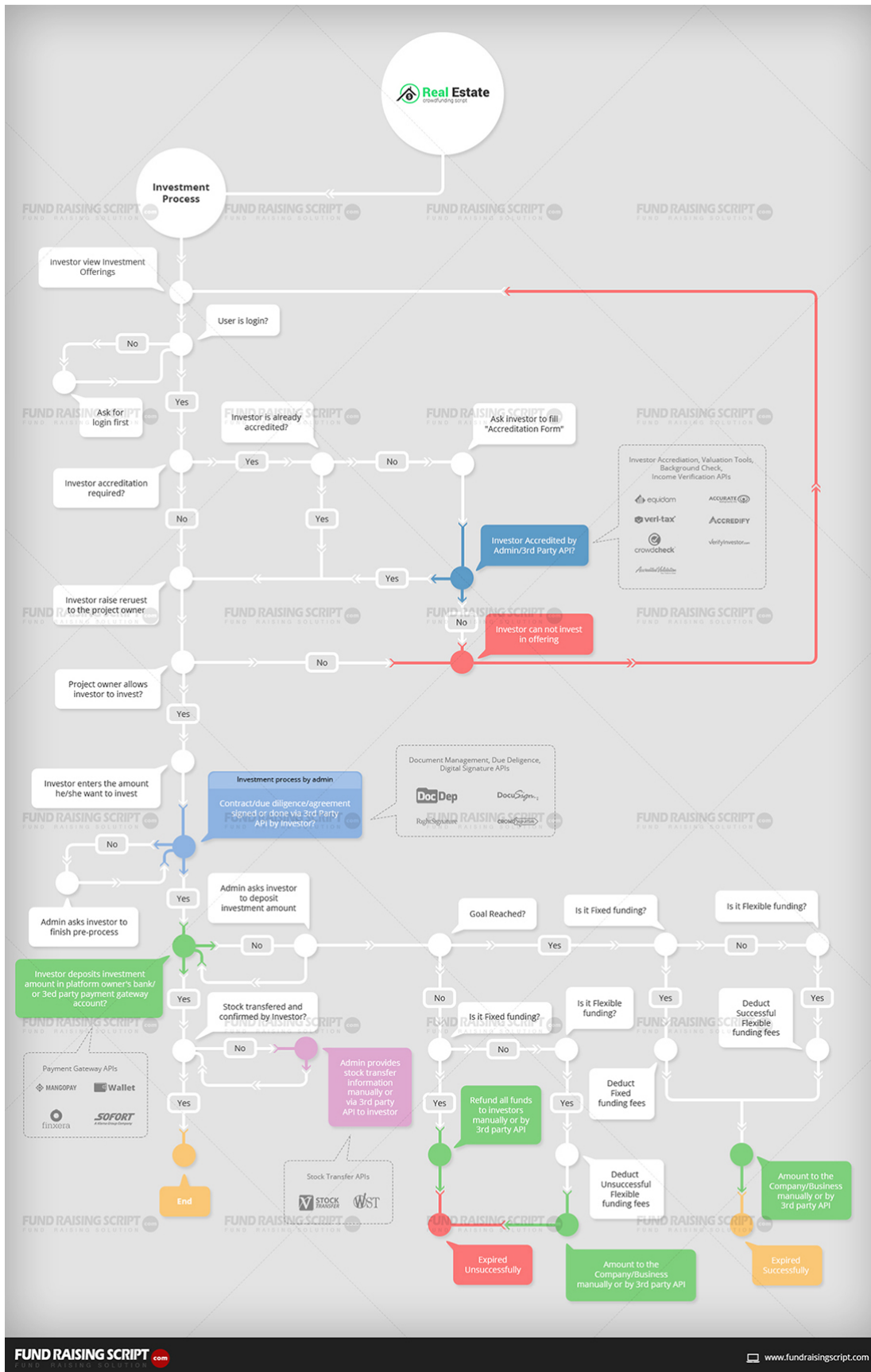
INDUSTRIAL

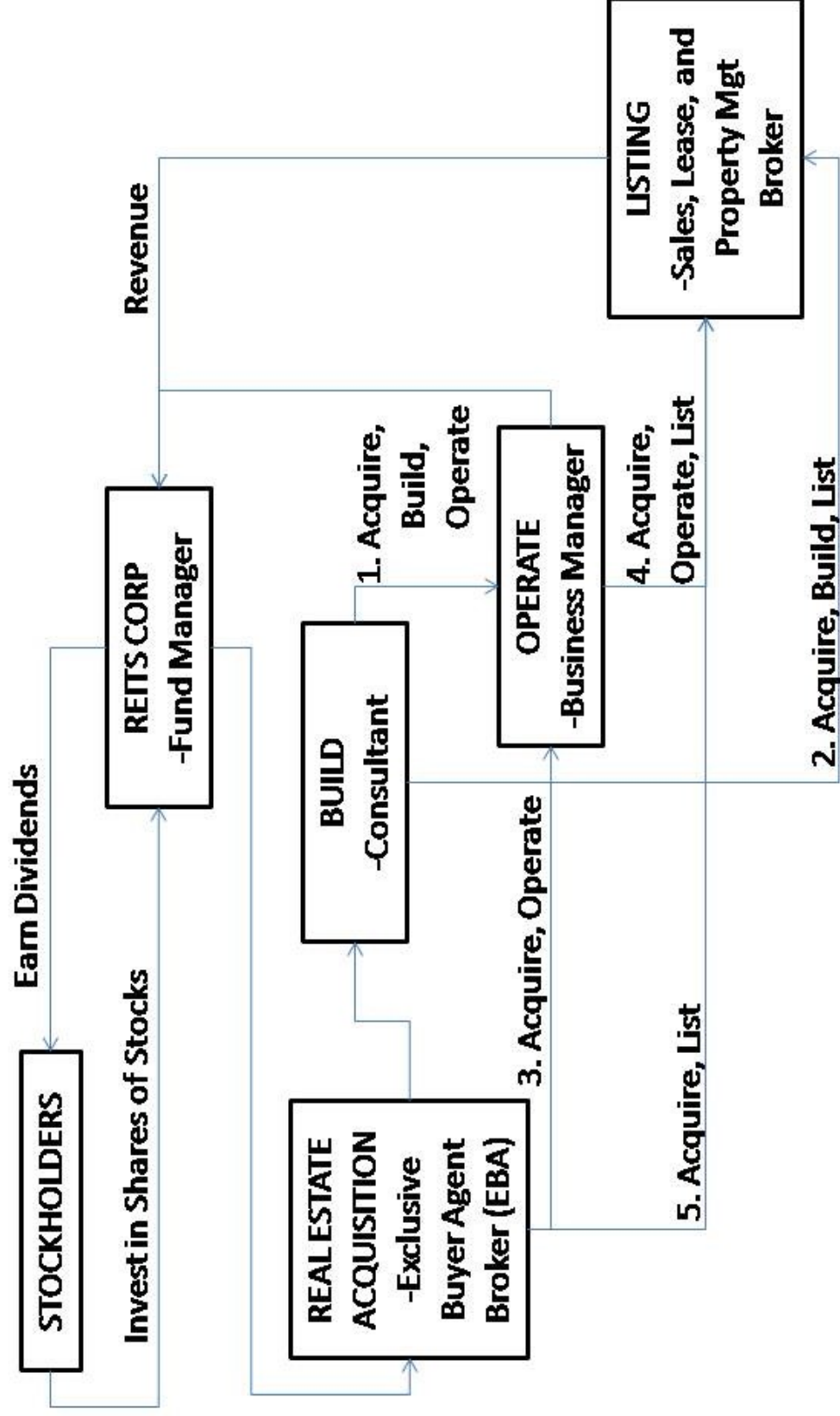
MIXED USE

SPECIALITY FUNDRAISING PROGRAM(S) CONTACT INFORMATION

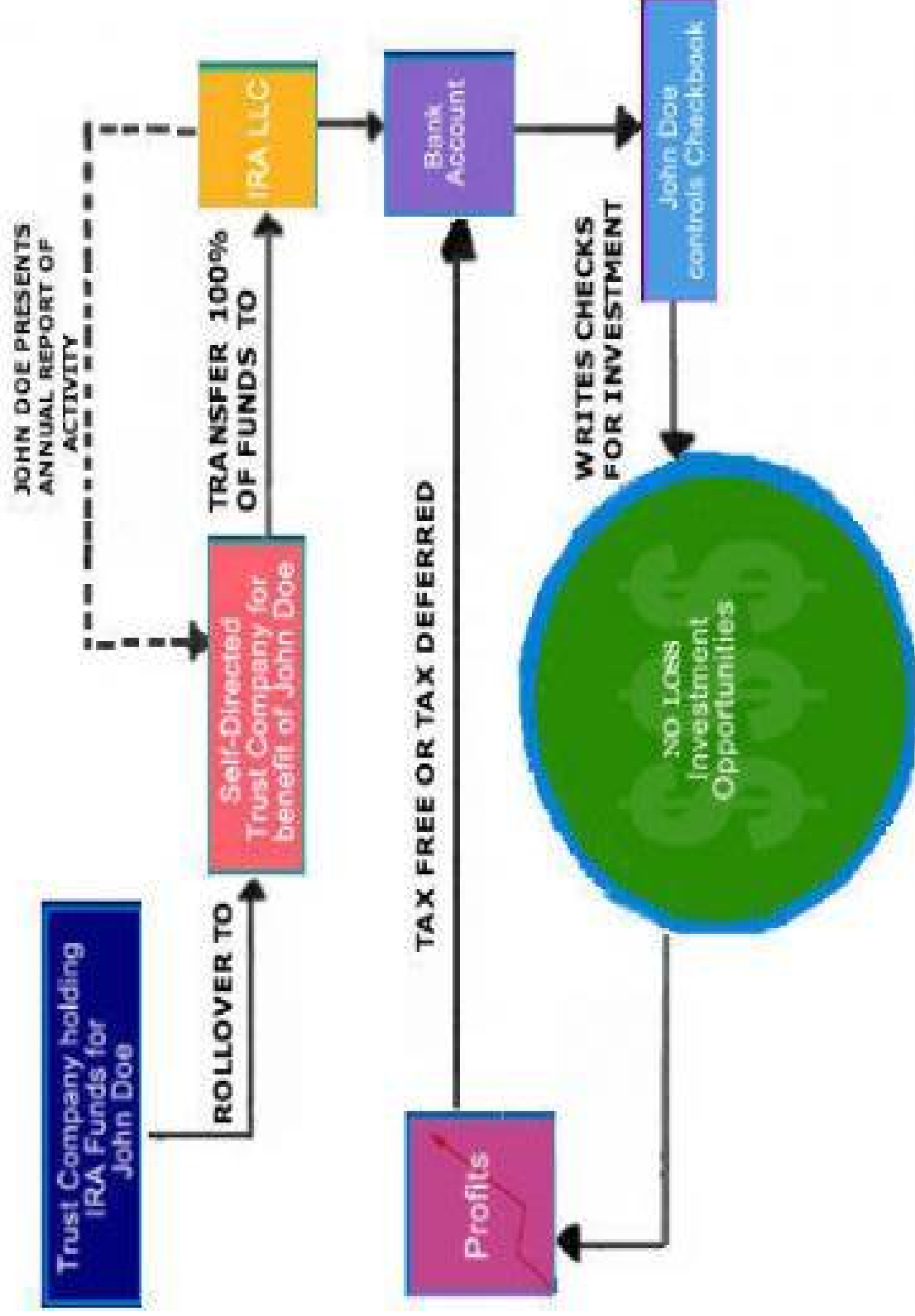
1. PPM Reg D Resources (Packaging)
 - a. Douglas Ruark
 - b. 303.984.4883
 - c. druark@regdresources.com
2. 506D Pensco Trust
 - a. Patrick Hughes
 - b. 303.658.3000
 - c. Patrick.hughes@pensco.com
3. Crowd Funding Funding Roots
 - a. Jason A. Cole
 - b. 313.384.3337
 - c. Jason@fundingroots.com
4. Self Directed IRA Equity Trust
 - a. Richard Desich
 - b. 888.382.4727
 - c. R.desich@trustetc.com
5. 1031 Exchange IPX 1031
 - a. Lynn Harkin
 - b. 515.244.6515
 - c. director@1031.org
6. 1035 Exchange Principal Financial
 - a. John Economos
 - b. 515.247.5111
 - c. Economos.john@principal.com
7. EB5 Global Detroit
 - a. Peter D. Joseph
 - b. 202.795.9669
 - c. media@iiusa.org



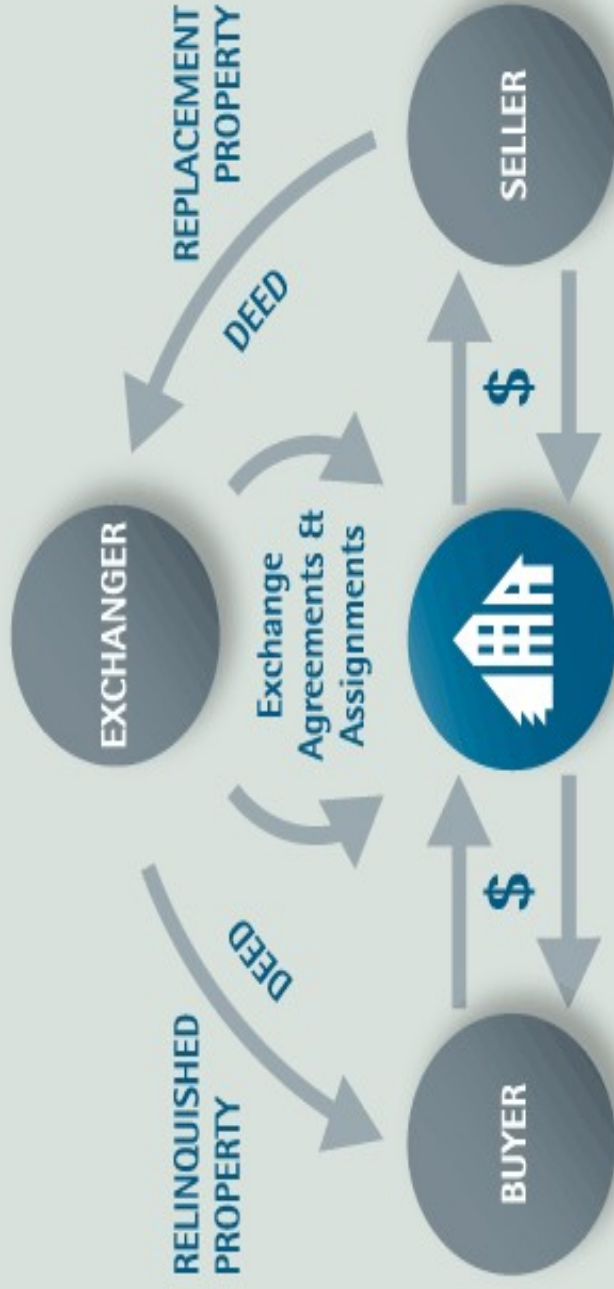




HOW SELF DIRECTED IRAS WORK



THE EXCHANGE PROCESS: VISUALIZED



Corporate Exchange Services
QUALIFIED INTERMEDIARY

0 IDENTIFICATION PERIOD
45 days

EXCHANGE PERIOD
180 days

CDFI Grid

Detroit CDFI Coalition

Your guide to Community Development Financial Institutions (CDFIs) serving Michigan

Visit the website of a CDFI for more details about the terms, interest rates, fees, and financing funds available for your project

How do I use this?

Ask yourself:

1 / What's my project or business?
The Financing Sector below will help you decide based on five common types

2 / What type of financing product do I need?
The Loan Products below indicates five common types of financing available for projects

Financing Sector					Loan Products					Grants	Detroit	Michigan	
Business	Multi-Family	Mixed Use	Consumer Mortgage	Other Consumer	Term Loans	Gap/Bridge	NMTCs	Predevelopment	LIHTCs				
✓	✓	✓			✓	✓	✓	✓					Capital Impact Partners capitalimpact.org / (313) 230-1116
	✓	✓			✓	✓	✓	✓	✓				Cinnaire cinnaire.com / (313) 841-3751
✓	✓				✓		✓						Community Reinvestment Fund, USA crfusa.com / (800) 475-3050
	✓												CSH csh.org / (212) 986-2966
✓	✓	✓			✓	✓		✓					Detroit Development Fund detroitdevelopmentfund.org / (313) 784-9547
	✓	✓			✓	✓	✓	✓	✓	✓			Enterprise Community Loan Fund enterprisecommunity.com / (312) 803-0790
✓			✓	✓	✓								First Independence Bank firstindependence.com / (313) 256-8400
✓	✓				✓		✓						Housing Partnership Network housingpartnership.net / (617) 720-1999
	✓	✓			✓	✓	✓	✓	✓				IFF iff.org / (313) 309-7825
✓	✓	✓			✓	✓	✓	✓		✓			Invest Detroit investdetroit.com / (313) 259-6368
✓	✓	✓			✓	✓	✓	✓	✓	✓			LISC Detroit detroit-lisc.org / (313) 265-2819
	✓		✓	✓	✓								One Detroit Credit Union 1dcu.org / (313) 965-8640
✓	✓	✓	✓	✓	✓	✓		✓					Opportunity Resource Fund oppfund.org / (313) 964-7300
✓	✓	✓			✓	✓							Urban Partnership Bank upbnk.com / (313) 886-2065



= Statewide Geography



= Detroit Geography

01	02								03	04	
BUSINESS STAGE	ASSISTANCE NEEDS							SPACE	PROVIDERS AND PARAMETERS		
	Business Planning & Strategy	Research & Product Development	Sales & Marketing	Legal Assistance	Financial Management	Workforce	Funding	Real Estate Assistance	Prediction Space	Office Space	The key below identifies organizations with geography or ownership parameters:
											<div><div>GEOGRAPHY</div><div>OWNERSHIP</div></div>
IDEA OR STARTUP											Blizdom blizdom.com (313) 833.7800
											Blackstone LaunchPad: Wayne State University wayne.edu/blackstonelaunchpad (313) 577.1533
											Detroit Public Library: Business Library detroit.lib.mi.us (313) 481.1300
											D-hive dhivedetroit.org (313) 962.4590
											OmniCorp omnicorpdetroit.com info@omnicorpdetroit.com
											ProsperUS prosperusdetroit.org (313) 297.1312
											TechShop techshop.ws/ts_detroit.html (313) 583.3831
STARTUP											U.S. Patent & Trademark Office uspto.gov/about/contacts/detroit.jsp (313) 446.4800
											Wayne County Community College District wcccd.edu (313) 496.2600
											Detroit SOUP detroitsoup.com info@detroitsoup.com
STARTUP OR EXISTING BUSINESS											Hatch Detroit hatchdetroit.com info@hatchdetroit.com
											Inforum InGAGE inforummichigan.org/ingage (877) 633.3500
											Kiva Detroit kiva.org/detroit (828) 479.5482
											WSU Law School Small Business Clinic law.wayne.edu (313) 577.3933
											Center for Empowerment & Economic Development miced.org (734) 677.1400
											Detroit Development Fund detroitdevelopmentfund.com (313) 784.9547
											Detroit Micro Enterprise Fund detroitmicroenterprisefund.org (313) 263.4032
											Eastern Market Corporation detroiteasternmarket.com (313) 833.9300
											Focus: HOPE focushope.edu (313) 494.5500
											Goodwill Industries goodwilldetroit.org (313) 557.8701
											Grandmont Rosedale Development Corporation grandmontrosedale.com (313) 387.4732
											Green Garage greengaragedetroit.com (313) 444.4054
											Invest Detroit investdetroit.com (313) 259.6368
											Jefferson East Business Association jeffersoneast.org (313) 331.7939
											Michigan Economic Development Corporation michiganadvantage.org (888) 522.0103
											MIWf.org miwf.org (313) 962.1920
											Midtown Detroit, Inc. midtowndetroitinc.org (313) 420.6000
	EXISTING BUSINESS										
											Opportunity Resource Fund oppfund.org (313) 964.7300
											Procurement Technical Assistance Center ptacsofmichigan.org (313) 577.0132
											Ponyride ponyride.org info@ponyride.org
											Southwest Detroit Business Association southwestdetroit.com (313) 842.0986
											TechTown techtowndetroit.org (313) 879.5250
											Vanguard CDC vanguardcdc.org (313) 872.7831
											Wayne State Front Door thefrontdoor.wayne.edu (888) 978.3667
											Detroit Economic Growth Corporation degc.org (313) 963.2940
											Detroit Employment Solutions Corporation detroitmiworks.com (313) 962.9675
											Detroit Regional Chamber detroitchamber.com (313) 964.4000
											Downtown Detroit Partnership downtowndetroit.org (313) 566.8250
											Export Assistance Center export.gov/michigan (313) 872.6794
											Michigan Manufacturing Technology Center mmtc.org (888) 414.6682
										Michigan Minority Supplier Development Council mmbdc.com (313) 873.3200	
ANY STAGE											SBA Emerging Leaders Initiative sba.gov (800) 827.5722
											The Villages Community Development Corporation thevillagesofdetroit.com (313) 486.2900
											Warren Conner Development Corporation warrenconner.org (313) 331.3044
											Wayne County: EDGE waynecounty.com/edge (313) 224.6798
											ACCESS accessgrowthcenter.org (313) 945.8159
										Center for Community Based Enterprise c2be.org (313) 331.7821	
											Detroit Creative Corridor Center (DCC3) detroitcreativecorridorcenter.com (313) 664.7421
											FoodLab foodlabdetroit.com (313) 799.3280
											InsYght insyght.co (313) 223.2521
											MSU Product Center at Eastern Market productcenter.msu.edu (313) 778.6028
											Michigan Small Business & Tech. Development Center msbtcd.org (313) 967.9295
											SCORE Detroit detroit.score.org (313) 226.7967

DETROIT CO-WORKING SPACES



We're all business.

AN OFFICE IN DETROIT

anofficeindetroit.com
2727 2nd Ave • Detroit, MI 48226
zookeeper@anofficeindetroit.com

A co-working space that offers a place to work, desk space, Wi-Fi, and a community of co-workers. Ranges from \$5/day pass, \$30/month for regular membership, \$80/month for premium membership.

BAMBOO DETROIT

bamboodetroit.com
1442 Brush St. • Detroit, MI 48226
313.288.2298
info@bamboodetroit.com

Members only co-working space comprised of talented entrepreneurs growing their businesses in the heart of downtown Detroit. Entrepreneurial network, desk space, conference rooms, 24/7 access, Wi-Fi. Rates start at \$99/month.

BIZDOM

bizdom.com
1528 Woodward • Detroit, MI 48226
313.833.7800
detroitinfo@bizdom.com

Bizdom is an entrepreneurship accelerator that provides seed funding and intense mentorship to entrepreneurs looking to launch and grow innovative web and tech-based startups in downtown Detroit. Each team receives up to \$125K in seed funding, collaborative workspace, Wi-Fi, tech support and access to an extensive network, all in the heart of Detroit's tech startup community. Application-based.

DEPARTMENT OF ALTERNATIVES

deptofalternatives.com
1514 Washington Blvd. Ste. 201
Detroit, MI 48226
hello@deptofalternatives.com

The Department of Alternatives is a dedicated planning and deployment workspace for Detroit based entrepreneurs working full time on alternative, market proven solutions to civic and social issues that affect our community. They are a collective of individuals whose lifestyles revolve around social change and civic

innovation — they experiment and implement what works. Application/Membership-based.

DETROIT CREATIVE CORRIDOR CENTER

detroitcreativecorridorcenter.com
485 W. Milwaukee Ave., Ste. 100c
Detroit, MI 48202
info@detroitcreativecorridorcenter.com

The Detroit Creative Corridor Center (DC3) is part resource center, part collaborative work space, and part innovation studio. The space is intentionally designed to encourage informal exchange, dialogue, and intersecting ideas. The space is shared between DC3 staff, and businesses enrolled in the Creative Ventures Program. The space features complimentary Wi-Fi access, guest parking, design and business library, meeting room, dining area, and if you request it, complimentary Great Lakes Coffee and healthy snacks. Application/Membership-based.

EASTSIDE TECHNOLOGY HUB

warrenconner.org
11148 Harper • Detroit, MI 48213
313.267.1115
veady@warrenconner.org

The Eastside Technology Hub builds local capacity by providing technology access and information to local residents, organizations, and businesses. Computers, Wi-Fi, large and small meeting spaces, webinar capacity, and printing are provided. Available at low costs to non-profits.

GRAND CIRCUS

grandcircus.co
1570 Woodward • Detroit, MI 48226
313.320.1010
hello@grandcircus.co

Grand Circus is more than just a classroom. Join their community of inspirational thinkers to work, play, or host an amazing event. Grand Circus is a training institute in the heart of downtown Detroit on a mission to elevate the tech community. Whether it's customized training, co-working, or events, Grand Circus offers it all under the same tent. They offer you the familiarity of the coffee shop and the

utility of an office space, with the added bonus of being surrounded by people who challenge your ideas. Monthly dedicated desk for \$400 or undedicated space for \$150. Or Punchcard System: 10 visits for \$300, 20 visits for \$500, 40 visits for \$750.

GREEN GARAGE

greengaragedetroit.com
4444 Second Ave. • Detroit 48201
313.444.4054
greengaragedetroit@gmail.com

The Green Garage is home to a sustainable co-working community of around 40 small, businesses. There are several different workspace options, depending on the size and needs of each business, from shared table space to rent a desk to customizable office and workshop space. Fees based on workspace selection.

JUNCTION 440

junction440.com
440 Burroughs St. • Detroit, MI 48202
313.879.5250
junction440@techtowndetroit.org

Junction440 is a membership-based co-working space located at TechTown Detroit, the city's most established business incubator and accelerator. Entrepreneurs seeking an affordable, flexible and collaborative work environment can select from a range of membership options, including day passes for \$20, 10-pass punch cards for \$150, monthly memberships for \$250 or dedicated desks for \$375 per month. Amenities include access to like-minded peers, educational resources, meeting spaces, bike racks, kitchen, locally roasted and freshly brewed coffee, lockers for day storage, and free parking. Wi-Fi and printing.

NEXTENERGY CENTER

nextenergy.org/ourcenter
461 Burroughs St. • Detroit, MI 48202
313.833.0100 ext. 100
roslylynh@nextenergy.org

The NextEnergy Center is an epicenter of entrepreneurial activity and serves as a living laboratory for advanced energy technology development and demonstrations. Advanced energy innovation companies are engaged

in collaborative projects at NextEnergy, leveraging our knowledge base, unique testing capabilities, and laboratories in an independent and secure environment. Conference center, research labs, and testing and validation platforms. Price varies based on space/use selection.

OMNICORPDETROIT

omnicorpdetroit.com
1501 East Division • Detroit, MI 48207
info@omnicorpdetroit.com

OMNICORPDETROIT is a group of designers, artists, engineers, musicians, thinkers, do-ers and makers that get together to build new things as well as share and collaborate within the Detroit community. OCD is a hackerspace, a place we go to make, experiment, learn, and share with an eclectic group of interesting, creative, friendly people. In general, we're making, breaking, reshaping and hacking all sorts of things! Accepting members. \$100 initiation fee, \$95/month.

PONYRIDE

ponyride.org
1401 Vermont • Detroit, MI 48216
info@ponyride.org

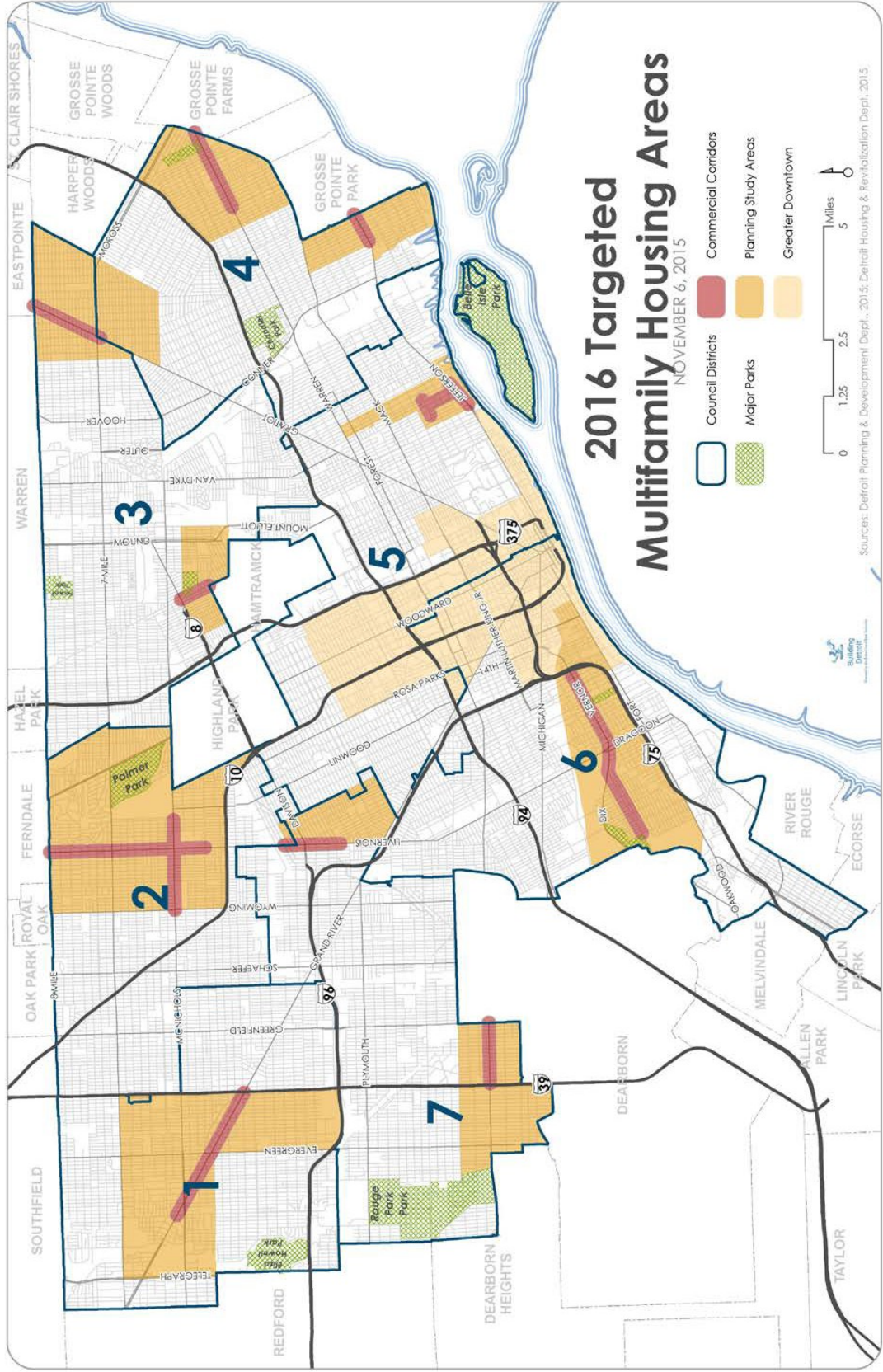
Ponyride leases studio space to artists and entrepreneurs who engage the citizens of Detroit in their creative practices. Studio space rental is .20-.25 cent per square foot. Co-working Membership Program is \$25 per month. Desk space is \$100 per month.

REEVES BUSINESS SOLUTIONS, INC.

reevesbusiness.com
243 W. Congress, Ste. 350
Detroit, MI 48226
313.961.6657
info@reevesbusiness.com

Reeves Automated Office Services provides telephone answering, mail handling, and conference room rental services. The company also offers a range of office support services, such as word processing, proofing and editing, legal and medical transcription, mass mailings, meeting and event planning, faxing and copying and other customized services. Fees based on services requested.

FOR MORE INFORMATION, CONTACT: DETROIT ECONOMIC GROWTH CORPORATION | 500 GRISWOLD, SUITE 2200, DETROIT, MI 48228 | 313.963.2940 | DEGC.ORG



BECDD PHASE ONE SYSTEM STRUCTURE

