



**Lansing Economic  
Development Corporation**

## **Board of Directors Meeting**

**Friday, August 04, 2023 – 8:30 AM**

221 W. Saginaw St. Lansing, MI 48933

### **AGENDA**

- 1) Call to Order/Roll Call
- 2) Welcome to M3 by Tiffany Dowling and Shelley Davis Boyd
- 3) Approval of LEDC Board Meeting Minutes – Friday, July 14, 2023
- 4) Update on Financials
- 5) Corner Parcel Repurchase (ACTION)
- 6) LEED Initiative Update
- 7) Programs and Corridor Updates
- 8) Organization Update
- 9) Open Forum for LEDC Board Members
- 10) Other Business
- 11) Public Comment
- 12) Adjournment



# Lansing Economic Development Corporation

## Board of Directors Meeting

**Friday, July 14, 2023 - 8:30 AM**

MSU STEM Teaching and Learning Facility  
642 Red Cedar Road - Room 1202, East Lansing, MI 48823

## MINUTES

**Members Present:** Chair - Calvin Jones, Vice-Chair - Shelley Davis Boyd, Treasurer - Catherine Rathbun, Jordan Hankwitz, Sandra Lupien, Jordan Sutton, Chaz Carrillo

**Members Absent:** Secretary - Dr. Alane Laws-Barker, Michael McKissic

**Staff Present:** Karl Dorshimer, Kris Klein, Brandy Standler, Aurelius Christian, Simon Verghese, Alex Watkins, Kahleea Washington

**Guests:** Dr. Vernon Woodley

### Call to Order/Roll Call

Chair Jones called the Lansing Economic Development Corporation meeting to order at 8:32 AM.

Welcome to MassTimber@MSU – Sandra Lupien, Director, Presentation and Discussion on Mass Timber.

### Approval of LEDC Board Meeting Minutes – Friday June 09, 2023 (ACTION)

MOTION: Member Carrillo moved to approve the LEDC meeting minutes from the Friday, June 09, 2023, Board of Directors meeting, as presented. Motion seconded by member Rathbun.

YEAS: Unanimous, motion carried.

### Corner Parcel Repurchase (ACTION)

*The Lansing EDC's Mission is to improve the Lansing community by fostering economic growth that is strategic, sustainable and equitable.*

Dorshimer discussed the lot that was previously owned by the Lansing EDC that is located east of the Lansing Center. Repurchase of lot is priced at \$280,000 per the agreement. The lot was purchased by a Native

American Tribe to develop a casino, however the development never took place. Consequently, the Lansing EDC can repurchase the property and make it available for other development.

MOTION: Member Davis Boyd motioned for the Lansing EDC staff to begin the process towards repurchasing the lot. Supported by member Lupien.

YEAS: Unanimous, motion carried.

### **Update on Financials**

Standler discussed that the figures are updated, however the budget and the percentages were not updated by the accounting firm. The updates will be in place next month.

### **LEED Initiative Update**

Christian updated the board with the Empower Program progress.

### **Gateway CIA Update**

Washington presented the community survey that is underway regarding the Lansing Gateway Corridor.

### **Organization Update**

Dorshimer updated the board on the organization relocation to South Washington Square.

### **Open Forum**

Member Davis Boyd asked to clarify the pronunciation of member Lupien's name. Chair Jones suggested board members look at the LEDC website and its updates. Member Carillo asked about the Ovation project.

### **Other Business**

None.

### **Public Comment**

None.

### **Adjournment**

Chair Jones called the Lansing Economic Development Corporation meeting to adjournment at 9:48 AM.

A handwritten signature in blue ink, appearing to read "Karl R. Dorshimer", is positioned above a horizontal line.

Karl Dorshimer, President, and CEO

Lansing Economic Development Corporation (LEDC)

# Lansing Economic Development Corporation

## Statement of Activities - Actual vs. Budget

|                                                      | Jul '22 - Jun 23    | Budget              | \$ Over Budget       | % of Budget   |
|------------------------------------------------------|---------------------|---------------------|----------------------|---------------|
| <b>Ordinary Income/Expense</b>                       |                     |                     |                      |               |
| <b>Income</b>                                        |                     |                     |                      |               |
| 40000 · Contract Income                              |                     |                     |                      |               |
| 40010 · Brownfield Admin                             | 209,330.31          | 265,334.00          | -56,003.69           | 78.9%         |
| 40020 · City of Lansing Contract                     | 300,000.00          | 300,000.00          | 0.00                 | 100.0%        |
| 40040 · Annual Issuer's Fees                         | 0.00                | 85,269.00           | -85,269.00           | 0.0%          |
| 40050 · TIFA Admin                                   | 251,633.03          | 251,633.00          | 0.03                 | 100.0%        |
| 40080 · Facade Grant Contract                        | 175,000.00          | 175,000.00          | 0.00                 | 100.0%        |
| 40088 · ARPA Contract City of Lansing                |                     |                     |                      |               |
| 40088.1 · ARPA - Grant Contract                      | 29,856.64           | 2,675,000.00        | -2,645,143.36        | 1.1%          |
| <b>Total 40088 · ARPA Contract City of Lansing</b>   | <b>29,856.64</b>    | <b>2,675,000.00</b> | <b>-2,645,143.36</b> | <b>1.1%</b>   |
| 40090 · EGLE Allen Place-Grant Contract              |                     |                     |                      |               |
| 40090.1 · EGLE Allen Place Grant Contract            | 1,467.50            | 0.00                | 1,467.50             | 100.0%        |
| 40090.2 · EGLE Allen Place Grant Admin.              | 22,410.46           |                     |                      |               |
| <b>Total 40090 · EGLE Allen Place-Grant Contract</b> | <b>23,877.96</b>    | <b>0.00</b>         | <b>23,877.96</b>     | <b>100.0%</b> |
| 40092 · EGLE Stadium North Grant                     |                     |                     |                      |               |
| 40092.1 · EGLE Stadium N - Grant Contract            | 14,399.32           | 1,000,000.00        | -985,600.68          | 1.4%          |
| 40092.2 · EGLE Stadium N Grant Admin                 | 59.40               |                     |                      |               |
| <b>Total 40092 · EGLE Stadium North Grant</b>        | <b>14,458.72</b>    | <b>1,000,000.00</b> | <b>-985,541.28</b>   | <b>1.4%</b>   |
| <b>Total 40000 · Contract Income</b>                 | <b>1,004,156.66</b> | <b>4,752,236.00</b> | <b>-3,748,079.34</b> | <b>21.1%</b>  |
| 41000 · Loan Interest                                |                     |                     |                      |               |
| 41097 · Irie Smoke Shack LLC                         | 16.59               |                     |                      |               |
| 41095 · RBM Properties Interest                      | 3,277.27            |                     |                      |               |
| 41096 · Osteria Vegana Lansing LLC                   | 756.87              |                     |                      |               |
| 41094 · Irie Smoke Shack-Interest                    | 740.58              |                     |                      |               |
| 41091 · The 517 Coffee Company Interest              | 832.66              | 0.00                | 832.66               | 100.0%        |
| 41093 · Sweet Encounter Bakery Cafe Int              | 429.18              |                     |                      |               |
| 41000 · Loan Interest - Other                        | 0.00                | 7,273.00            | -7,273.00            | 0.0%          |
| <b>Total 41000 · Loan Interest</b>                   | <b>6,053.15</b>     | <b>7,273.00</b>     | <b>-1,219.85</b>     | <b>83.2%</b>  |
| 42000 · Investments                                  |                     |                     |                      |               |
| 42010 · Interest-Savings, Short-term CD              | 7,827.96            | 3,000.00            | 4,827.96             | 260.9%        |
| <b>Total 42000 · Investments</b>                     | <b>7,827.96</b>     | <b>3,000.00</b>     | <b>4,827.96</b>      | <b>260.9%</b> |
| 43000 · Other Types of Income                        |                     |                     |                      |               |
| 43010 · Miscellaneous Revenue                        | 445.81              | 5,000.00            | -4,554.19            | 8.9%          |
| 43037 · Application Fees                             | 35,365.00           | 30,000.00           | 5,365.00             | 117.9%        |
| <b>Total 43000 · Other Types of Income</b>           | <b>35,810.81</b>    | <b>35,000.00</b>    | <b>810.81</b>        | <b>102.3%</b> |
| <b>Total Income</b>                                  | <b>1,053,848.58</b> | <b>4,797,509.00</b> | <b>-3,743,660.42</b> | <b>22.0%</b>  |
| <b>Gross Profit</b>                                  | <b>1,053,848.58</b> | <b>4,797,509.00</b> | <b>-3,743,660.42</b> | <b>22.0%</b>  |
| <b>Expense</b>                                       |                     |                     |                      |               |
| 61000 · Contract Services                            |                     |                     |                      |               |
| 61015 · Payroll Fees                                 | 2,424.50            | 4,200.00            | -1,775.50            | 57.7%         |
| 61010 · Accounting Fees                              | 56,290.14           | 50,000.00           | 6,290.14             | 112.6%        |
| 61020 · Legal Fees                                   | 10,046.50           | 11,733.00           | -1,686.50            | 85.6%         |
| 61030 · Outside Contract Services                    | 23,270.80           | 45,267.00           | -21,996.20           | 51.4%         |
| <b>Total 61000 · Contract Services</b>               | <b>92,031.94</b>    | <b>111,200.00</b>   | <b>-19,168.06</b>    | <b>82.8%</b>  |
| 62000 · Facilities and Equipment                     |                     |                     |                      |               |
| 62020 · Office Expense                               | 9,493.60            | 65,000.00           | -55,506.40           | 14.6%         |
| 62025 · Equipment                                    | 3,535.09            |                     |                      |               |
| 62050 · Rent                                         | 39,659.00           | 45,000.00           | -5,341.00            | 88.1%         |
| 62055 · Software Subscriptions                       | 49,731.12           |                     |                      |               |
| 62060 · Telephone/Communications                     | 5,154.19            |                     |                      |               |
| <b>Total 62000 · Facilities and Equipment</b>        | <b>107,573.00</b>   | <b>110,000.00</b>   | <b>-2,427.00</b>     | <b>97.8%</b>  |
| 63000 · Development                                  |                     |                     |                      |               |
| 63030 · Contractual Services                         | 10,000.00           | 0.00                | 10,000.00            | 100.0%        |
| 63050 · Insurance & Bonds                            | 15,264.03           | 15,012.00           | 252.03               | 101.7%        |
| 63055 · Marketing & Promotions                       | 7,467.86            | 20,000.00           | -12,532.14           | 37.3%         |
| 63056 · Travel & Conferences & Training              | 11,361.39           | 20,000.00           | -8,638.61            | 56.8%         |
| 63060 · Miscellaneous Operating                      | 3,216.02            | 4,000.00            | -783.98              | 80.4%         |
| 63080 · Bank Fees                                    | 940.04              | 900.00              | 40.04                | 104.4%        |
| 63081 · Bank Fees-2575                               | 266.00              | 0.00                | 266.00               | 100.0%        |
| 63085 · Parking Lot 55 Reimbursement                 | 3.30                |                     |                      |               |
| <b>Total 63000 · Development</b>                     | <b>48,518.64</b>    | <b>59,912.00</b>    | <b>-11,393.36</b>    | <b>81.0%</b>  |
| <b>64000 · EDC Business Incubator</b>                |                     |                     |                      |               |

No assurance is provided on these financial statements or supplementary information. The financial statements omit substantially all disclosures and the statement of cash flows, revenue and expenses related to certain contracts are recognized when received and paid, all of which are not in accordance with accounting principles generally accepted in the United States of America.

# Lansing Economic Development Corporation

## Statement of Activities - Actual vs. Budget

|                                                          | Jul '22 - Jun 23  | Budget              | \$ Over Budget       | % of Budget   |
|----------------------------------------------------------|-------------------|---------------------|----------------------|---------------|
| 64040 · Miscellaneous Operating                          | 404.29            |                     |                      |               |
| <b>Total 64000 · EDC Business Incubator</b>              | <b>404.29</b>     |                     |                      |               |
| <b>65000 · Grant and Program Expenses</b>                |                   |                     |                      |               |
| 65020 · Facade Grants                                    | 66,810.91         | 175,000.00          | -108,189.09          | 38.2%         |
| 65025 · EGLE Allen Place Grant Contract                  | 9,913.75          | 0.00                | 9,913.75             | 100.0%        |
| 65088 · ARPA Grant                                       |                   |                     |                      |               |
| 65088.1 · ARPA LEED Initiative                           | 73.10             | 2,000,000.00        | -1,999,926.90        | 0.0%          |
| 65088.2 · ARPA CIA Allocations                           | 14,959.50         | 400,000.00          | -385,040.50          | 3.7%          |
| 65088.3 · ARPA Facade Program                            | 0.00              | 175,000.00          | -175,000.00          | 0.0%          |
| 65088.4 · ARPA - LEDC Conversion/Start Up                | 0.00              | 100,000.00          | -100,000.00          | 0.0%          |
| <b>Total 65088 · ARPA Grant</b>                          | <b>15,032.60</b>  | <b>2,675,000.00</b> | <b>-2,659,967.40</b> | <b>0.6%</b>   |
| 65092 · EGLE Stadium North Grant                         |                   |                     |                      |               |
| 65092.1 · EGLE Stadium N Grant Contract                  | 14,399.32         | 1,000,000.00        | -985,600.68          | 1.4%          |
| <b>Total 65092 · EGLE Stadium North Grant</b>            | <b>14,399.32</b>  | <b>1,000,000.00</b> | <b>-985,600.68</b>   | <b>1.4%</b>   |
| <b>Total 65000 · Grant and Program Expenses</b>          | <b>106,156.58</b> | <b>3,850,000.00</b> | <b>-3,743,843.42</b> | <b>2.8%</b>   |
| <b>66000 · Payroll &amp; Empl Benefit Expenses</b>       |                   |                     |                      |               |
| 66100 · Payroll Expenses                                 |                   |                     |                      |               |
| 66110 · Salaries - Staff                                 | 383,599.38        | 434,739.00          | -51,139.62           | 88.2%         |
| 66120 · Taxes-FICA                                       | 28,989.81         | 33,257.00           | -4,267.19            | 87.2%         |
| 66125 · Taxes-unemployment                               | 3,347.94          | 19,256.00           | -15,908.06           | 17.4%         |
| <b>Total 66100 · Payroll Expenses</b>                    | <b>415,937.13</b> | <b>487,252.00</b>   | <b>-71,314.87</b>    | <b>85.4%</b>  |
| 66500 · Employee Benefits                                |                   |                     |                      |               |
| 66510 · Health Insurance-Employees                       | 24,643.94         | 95,425.00           | -70,781.06           | 25.8%         |
| 66515 · Life/Disability Ins - Employees                  | 4,729.56          | 2,391.00            | 2,338.56             | 197.8%        |
| 66520 · Retirement Expense                               | 20,610.80         | 26,084.00           | -5,473.20            | 79.0%         |
| 66525 · Parking-Employees                                | 8,208.59          | 6,000.00            | 2,208.59             | 136.8%        |
| 66530 · Workers Comp Insurance                           | 885.00            | 630.00              | 255.00               | 140.5%        |
| <b>Total 66500 · Employee Benefits</b>                   | <b>59,077.89</b>  | <b>130,530.00</b>   | <b>-71,452.11</b>    | <b>45.3%</b>  |
| <b>Total 66000 · Payroll &amp; Empl Benefit Expenses</b> | <b>475,015.02</b> | <b>617,782.00</b>   | <b>-142,766.98</b>   | <b>76.9%</b>  |
| <b>Total Expense</b>                                     | <b>829,699.47</b> | <b>4,748,894.00</b> | <b>-3,919,194.53</b> | <b>17.5%</b>  |
| <b>Net Ordinary Income</b>                               | <b>224,149.11</b> | <b>48,615.00</b>    | <b>175,534.11</b>    | <b>461.1%</b> |
| <b>Net Income</b>                                        | <b>224,149.11</b> | <b>48,615.00</b>    | <b>175,534.11</b>    | <b>461.1%</b> |

No assurance is provided on these financial statements or supplementary information. The financial statements omit substantially all disclosures and the statement of cash flows, revenue and expenses related to certain contracts are recognized when received and paid, all of which are not in accordance with accounting principles generally accepted in the United States of America.

**ECONOMIC DEVELOPMENT CORPORATION  
OF THE CITY OF LANSING  
Certificate of Resolution by Board of Directors**

At a scheduled meeting of the Board of Directors of the Economic Development Corporation of the City of Lansing held on Friday, August 4, 2023, at 8:30 a.m., pursuant to notice duly given:

PRESENT:

ABSENT:     Members:

The following preamble and resolution was offered by;

Member:

Member:

WHEREAS, on November 1, 2012, under the terms of a Comprehensive Development Agreement (CDA) the Lansing Economic Development Corporation (Lansing EDC) sold a parcel of land (Corner Parcel) for \$280,000 to the Sault Ste Marie Tribe of Chippewa Indians (the Tribe); and

WHEREAS, the purpose of the land sale was to allow the Tribe to build a small Boutique Casino as the first step in their process to build a full size Showcase Casino next to the Lansing Center in Downtown Lansing; and

WHEREAS, under the terms and of the CDA, the Tribe was required to apply to the U.S. Interior Department to transfer the Corner Parcel to the federal government so it could be held in trust for the benefit of the Tribe; and

WHEREAS, if the Tribe was unable to meet the requirement of getting the Corner Parcel placed into trust, the CDA stated the Tribe must re-convey the parcel to the Lansing EDC (or City of Lansing) for the original purchase price as contained in the above referenced CDA.

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

1. Lansing Economic Development Corporation Board of Directors (Board) approves

repurchasing the Corner Parcel per the terms listed in the Comprehensive Development Agreement with purchase and closing costs to be paid from the LEDC Business Loan Fund.

2. Furthermore, the Board directs the Lansing EDC staff to work with the Lansing EDC Attorney, City of Lansing Attorney and Tribe to prepare and review the necessary documents for the purchase of the Corner Parcel.
3. Also, the Board directs the Chair of the Lansing EDC to review the final documents with the Lansing EDC Attorney and Lansing EDC Staff.
4. Additionally, the Board authorizes the Board Chair to sign and execute the necessary Corner Parcel purchase documents.
5. Finally, the Lansing EDC declares that all resolutions or parts of resolutions in conflict with any of the provisions of this Resolution are repealed.

The foregoing preamble and resolutions are hereby approved by the Board of Directors for the Economic Development Corporation of the City of Lansing.

YEAS: (0)

NAYS: (0)

ABSTENTIONS: (0)

ABSENT: (0)

PREAMBLE AND RESOLUTIONS DECLARED ADOPTED.

STATE OF MICHIGAN     )  
                                          ) ss.  
COUNTY OF INGHAM     )

I hereby certify that the foregoing is a true and a complete copy of a preamble and resolutions adopted at a meeting of the Economic Development Corporation of the City of Lansing held on the 4<sup>th</sup> day of August 2023, and said preamble and resolutions are on file in the office of the Economic Development Corporation of the City of Lansing and are available to the public. Public notice of the meeting was given pursuant to and in compliance with Act No. 267, Public Acts of Michigan 1976, including in the case of a special or re-scheduled meeting, notice by publication or posting of at least eighteen (18) hours prior to the time set for the meeting. In addition, the meeting was held in full compliance with the Board's By-Laws.

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

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Calvin L. Jones, Chair  
LEDC Board of Directors