

MMCA



**Black Wealth Matters
Day of Development Part 10**

November 6th, 2020 3-5PM

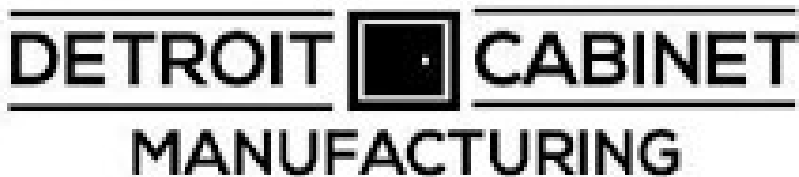


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SPONSORS

- Builders Grid / Contractors Trust FOOD
- Detroit Cabinet Manufacturing SPACE
- Gershman Mortgage EVENT
- Detroit Coalition Econ Inclusion AUDIO





MEMBERSHIP HAS PRIVILEGES

- BIDDING
- BONDING
- BORROWING
- BONAFYING
- BODIES
- BRANDING
- BUREAUS
- BULLSHIT
- BUSINESS
- BUILDER
- CAPACITY BUILDING
- REI Training
- CRD Training
- CLO Training
- FGC Training
- DCEI
- MMSDC Comm Partner
- MSHDA CAP
- AGC MENTOR
PROTÉGÉ (STEMPEL)



PROGRAMS

- NABWIC McNeil Minds Matter Prof. Svcs.
- MMCA Developer Svcs LAND FIN SUB POL
- MSHDA CAP Train Lend Mentor
- Elevate Energy Accelerator
- *FHLBI Elevate Small Business LINES
- Cinnaire READ McDaniel Developer MP
- AGC Contractor Mentor Protégé Program
- ULI Pathways Inclusion(Mentors)(Leaders)
- *DEGC ULI AGC MMCA Det (Roundtable)
- IEDC ULI AGC NMCA Natl. (Roundtable)



DCEI

- CRIO MBE Reimbursement Fund
- Michigan PROMPT PAYMENT Act
- 51% Participation Ordinance
- CRIO Joint Venture / Mentor Venture
- Economic Disparity Studies
- ECONOMIC SENTIMENT SURVEYS



OTHER ASSOCIATIONS

- NAMC
- NAMCE
- DAP
- REIA
- NABWIC
- Natl. DBE Cmte.
- MI-HCA
- RELA
- WMMCA
- AAWWCC
- FGMCA
- KCCMCA
- NMCA



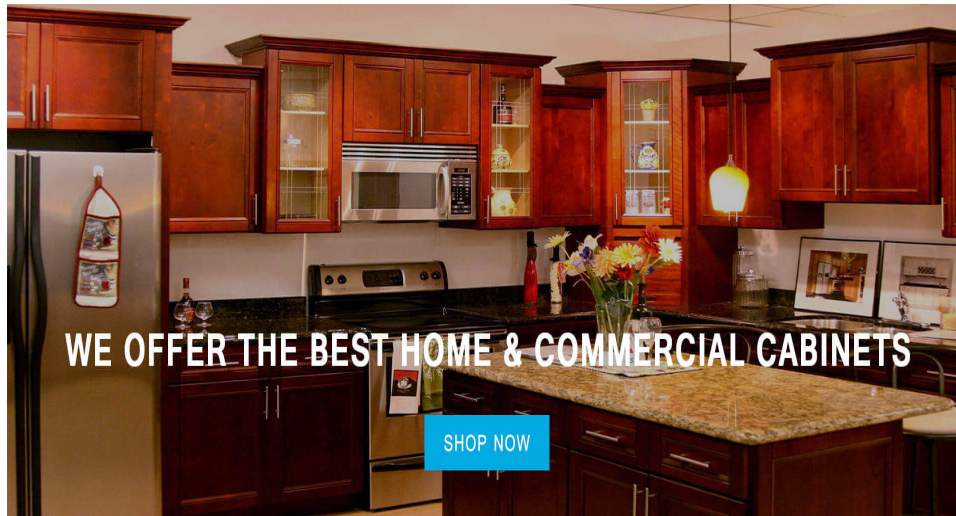
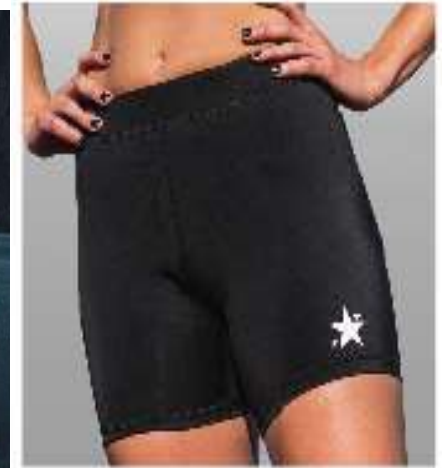
PIVOT

- 501c3 Status
- DLBA Community Partner Status
- Websites
- Loans / Lines
- MBE Certification
- Census Count
- Manufacturing
- Job Search
- \$1 a day

TURN TO MANUFACTURING



RHEMA MOTORS



WE OFFER THE BEST HOME & COMMERCIAL CABINETS

[SHOP NOW](#)





JOBS

- DEGC Business Liaison
- QUICKEN Workforce Development
- CIP Loan Underwriter
- CCC Business Development

EXAMPLE Patricia A. Cole

- Employee City of Detroit 1971-1982
 - Salary 24K
 - 1973-1983 Focus Hope WIC
 - 1982 BA in Accounting
- Entrepreneur Cole Financial 1983-2013
 - Firm Sales 2.3mil Salary 96K
- LandOwner Prestige Develop 1993
 - 18428 Littlefield 1966 18K - 1988 36K
 - 316 East Lafayette 1994 160K - 1999 860K
 - 139 Cadillac Square 1993 360K - 2003 1.4mil
 - BTWBA Black Chamber A3BC BWCA WIN
- Trust Created 2003



EXAMPLE Jason Cole

- 1981 – 1985 Detroit News Carrier \$35wk
- 1988 – 2008 Cole Financial Services
- 1989 - Brimmer Marshall Prompt Payment
- 1998 – SBA African-Amer. Loan Initiation
- 2005 – Barno Cole Land Development
- 2008 – Commercial Financial Specialist
- 2009 – Association Executive Michigan
- 2017 – Cole Development Group
- 2019 – DCEI Econ Dis Study Prompt Pay
- 2021 – Association Executive WDC

2020 In Review

- Jan NABWIC ATL HNTB NYC
- Feb Developer Svcs
- Mar SBA/NASBP WDC
- April MSHDA CAP
- May RELA launch
- June 10K/10Mil
- July Sachse/Platform
- Aug Turner Mentoring
- Sep NAREB/NAMMB
- Oct Ferlito/Phoenix
- Nov Day of Devel Part 10
- Dec POWER Panel



City of Atlanta/Brimmer Marshall 1989





DETROIT REBUILD INITIATIVE

- June 2007 Cobo Hall
- 40 African-American/Black/Minority Orgs
- Work Together Fix Detroit
- MOU Signing
- Quarterly Meeting
- Yearly Report



PANEL of ALLSTARS

- NOMA – Bryan L. Cook
- NAMCE – Tarolyn Buckles
- NAREB – Miranda Morrow-Bartell
- NABWIC – Jason Tarolyn Alisha
- NMCA – Jason A. Cole
- READ – Alisha M. Moss
- REIA/RELA – Jason A. Cole
- DCEI – Darwyn E. Parks

UN-LOCK THE MONEY CODE

- ❑ SSA SSN FICO 721
- ❑ DNB DUNS# PAYDEX 80
- ❑ SAVINGS ACCT BALANCE \$4001 91days
- ❑ 3 Trades Lines Personal 30% utilization
- ❑ Don't Apply for more than 3 Accounts yrly
- ❑ 6 Trades Lines Business
- ❑ Experian Trans Union Equifax BUSINESS
- ❑ TELECHECK NEXISLEXIS CHEXSYSTEM
- ❑ Credit Unions Credit Unions Credit Unions

UN-LOCK Continued

- CDC Community Development Corp.501c3
- CDC Certified Development Corp. SBA504
- CDE Certified Development Enterprise
- RCP Registered Community Partner DLBA
- PPM Private Placement Memorandum506D
- RPA Registered Pre-Apprenticeship DOL
- HUD Section 3, 4, 8 and 203K VASH HCV
- LENDER ISO / NETBRANCH
- DNB CORP CREDIT 5YRS OLD NO PNG
- EXTEND CREDIT CIT UBID DDF HEARTH
- GSE FreddieMac FannieMae GinnieMae



UN-LOCK CONTINUED

- PERSONAL

- 1040

- 529

- 401K

- 1035

- SSN

- FICO

- COMMERCIAL

- 1120

- 7702

- 408d3

- 1031

- EIN

- PAYDEX

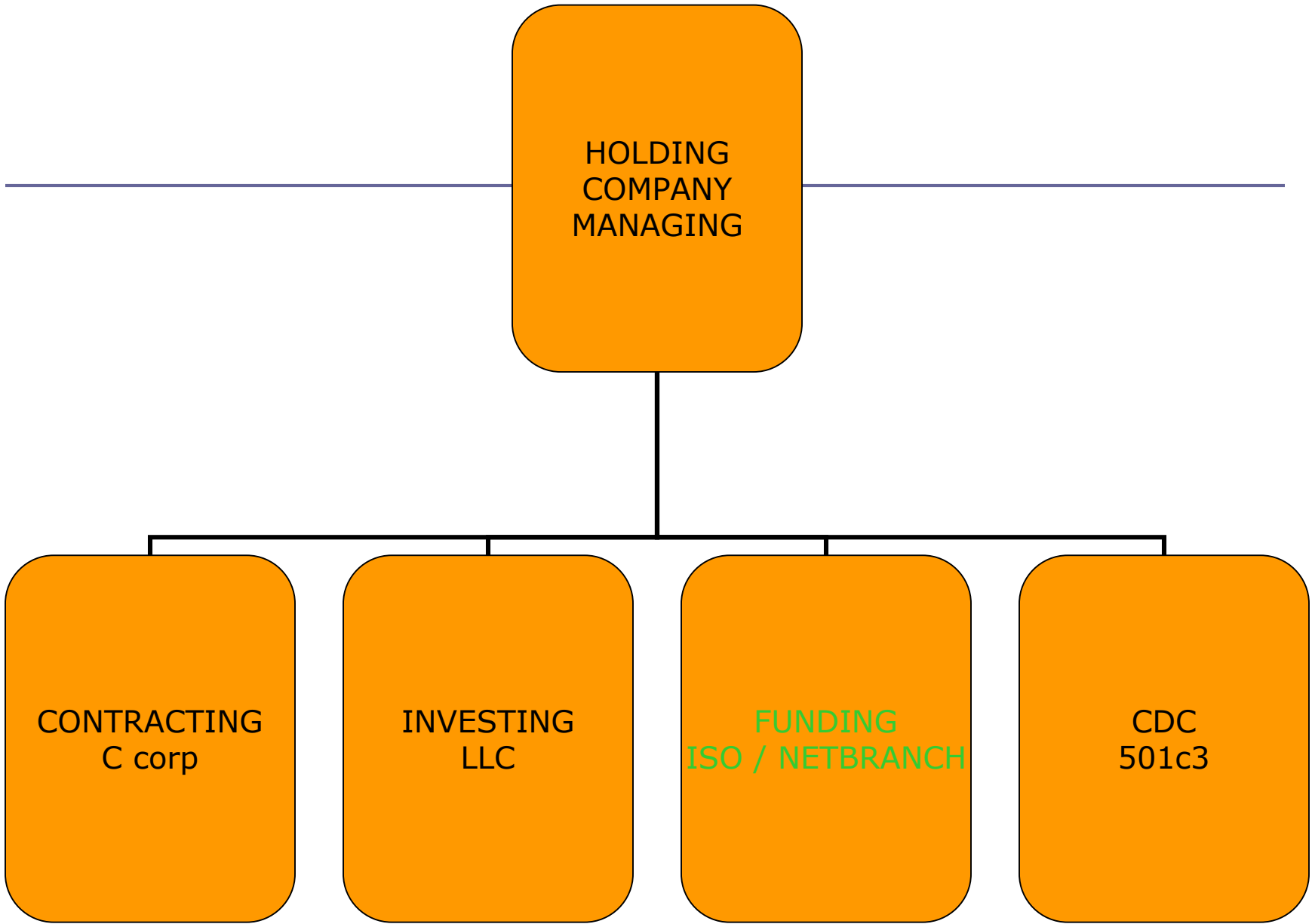
- USE THE TAX CODE

- TO BUILD WEALTH



MONEY SLOSHING AROUND

- MOBILIZATION – Ubid
- WORKING CAPITAL – DDF
- WORKING CAPITAL – CIT
- FACTORING – Riviera
- HOMEOWNER – HEARTH



PPM 506D 10Million

- MGMT LLC
- FUND LLC
- Reg D Resources \$10K
- INVESTMENT PLAN
- SUBSCR AGREEMENT
- PEA – Private Equity
- HFA – Hedge Fund
- \$10MIL
- 12% IRR
- 60 Month Term
- \$11.2 mil Payback
- 3% MGMT FEE
- SWF – Sovereign Wealth
- FOA – Family Office
- PERE – Private Equity
Real Estate

THE FUNDS Where's the Money??

- DHM Detroit Home Mortgage Fund
- DHL Detroit Home Loans 0% Rehab
- DALF Detroit Affordable Leverage Fund
- DSNF Detroit Strategic Neighborhood Fund
- DDLDF Diversity Development Loan Fund
- DCLF Detroit Community Loan Fund
- DDLDF Detroit Development Loan Fund
- DCDF Detroit Casino Development Fund
- DCDF Detroit Community Develop Org. Fund

DATA

FRB FRED	NBL	Milken	PWC	Business Roundtable
DOC BEA	NAACP	CATO	McKinsey	NFIB
SBA OoA	Urban League	Urban Institute	E&Y	US Chamber
DOT BFS/OCC	ELC	Brookings	KPMG	AGC
DOC MBDA	BEA Bus Econ	Family Business	Accenture	ABC



100 MILLION COMMITMENTS

- Apple
- Pepsi
- Walmart
- Adidas
- Netflix
- Michael Jordan
- Comcast
- Paypal
- NFL
- Google 175mil
- Kaiser Permanente
- Bloomberg
- MetLife
- Converse
- LeBron James
- CISCO
- McKenzie Bezos 587milHBCU
- NBA

BANKS Racial Equity Commitment

□ Chase		30bil	□ Fifth Third	3bil
□ Citi		1bil	□ Huntington	5bil
□ BofA	4yr	1bil	□ Key	104mil
□ PNC		1bil	□ Citizens	10mil
□ Wells Fargo		???	□ TCF Chemical	1bil
□ Truist		40mil	□ Comerica	1mil
□ U.S. Bank		???	□ AAA	???
□ State Street		???	□ Flagstar	???
□ Capital One	5yr	250mil		

FOUNDATIONS

□ Kellogg Found	90mil	□ J.P. Morgan	30bil
□ Ford Found	180mil	□ Quicken	???
□ Mellon Found		□ Skillman	???
□ Rockefeller Found	10	□ McGregor	???
□ Rockefeller Brother	46	□ Valade	???
□ USAA Found	50mil	□ Manoogian	???
□ Gates Found	15mil	□ Knight	???
□ Capital One	200mil	□ Kresge	???
□ Mellon Found	5mil	□ MacGregor	???
□ Ally Found	30mil	□ HudsonWebber	???

LISC

- Project 10X 1Billion
- Black Economic Fund 250mil George Ashton
- Fearless Fund 20mil Keisha Knight Pullam
- Immito Small Business Lending
- Bridging Neighborhoods Rehab
- ***BNP Relocation
- 0% Rehab Program
- PPE Donation

WOMEN

- NABWIC
- NAREB Women's / United Developers Coun
- NABHOOD Women's Committee SBA504
- READ CIP EDI / Cinnaire Mentoring
- AAREP Women's Committee
- NOMA
- NMCA No womens program thus far
- NAMCE No womens program thus far

NATIONALLY

- ❑ <https://www.leadershipnowproject.org/businessforracialequity>
- ❑ <https://blackeconomicalliance.org/>
- ❑ <https://www.businessroundtable.org/policy-perspectives/diversity>
- ❑ <https://www.surveymonkey.com/newsroom/tech-companies-join-push-for-diversity-inclusion/>
- ❑ <http://www.constructiondiversityforum.org/>
- ❑ <https://www.nfib.com/Portals/0/PDF/AllUsers/IssuesElections/nfib-growth-agenda-congress.pdf>
- ❑ <https://www.ceoaction.com/>

NATIONALLY Continued

- ❑ <https://contractwithblackamerica.us/wp-content/uploads/CWBA-Full-Contract.pdf>
- ❑ <https://www.blackenterprise.com/bet-co-founder-bob-johnson-goes-full-reparations-cut-black-america-a-14-trillion-check-or-expect-more-rebellions/>
- ❑ <https://deadline.com/2020/06/byron-allen-comcast-racial-bias-lawsuit-settlement-carriage-agreement-1202956488/>
- ❑ <https://www.liscstrategicinvestments.org/black-economic-development-fund>



FUNDS Crowd Capital

- Black Leaders Detroit
- Black United Fund
- Funding Roots
- Black Lives Matter Real Estate Fund
- Detroit Community Wealth Fund
- Black Economic Development Fund

PANEL POWER



John Hairston
TCF Chemical



Kevin Johnson
DEGC



Kofi Bonner
Bedrock



Arthur Jemison
City of Detroit



CDFI www.detroitcdficoalition.org

- LISC Local Init Support Corp
- ECP Enterprise Comm Part
- IFF Illinois Facility Fund
- CHN Comm Hous Network
- Cinnaire Great Lakes Cap
- CIP Capital Impact Partners
- ORF Opp Resource Fund
- ID Invest Detroit
- DDF Detroit Develop Fund
- TWAIN
- CRF Comm Reinvest Fund
- HPN Hous Part Network
- CSH Comm Supportive Hous
- NDC Natl Devel Council



CREDIT UNIONS

- PSCU
- CFCU Construction
- M1st
- CUONE
- CFCU Christian
- LMCU Michigan
- LTCU Trust
- DMCU Members
- UofM
- MSU
- Navy Federal
- Penn Fed
- TIAA
- USAA
- Commercial Alliance
- Michigan Business Con
- Credit Union Bus Svc

SITES TO LINK WITH

- <http://www.michmca.org/>
- <https://www.nomadetroit.org/>
- <http://www.nmcanational.org/>
- <https://greaterdetroitrealist.com/>
- <http://www.reiaofdetroit.com/>
- <https://readdevelopers.org/>
- <http://www.reladetroit.org/>
- <https://nabwic.org/>
- <http://www.nabhood.net/>
- <https://www.iedconline.org/>
- <http://www.reec.org/>
- <https://aarepdc.org/>
- <https://www.naceda.org/>
- https://www.detroitassociationofplanners.org



2020 NEW MEMBER

- NOMA
- NAREB
- NAMMBA
- Detroit CDFI Coailition



WORKING TOGETHER NATIONALLY

- NOMA – Jason Pugh
- NAMCE – Jason Cole
- NMCA – Jason Cole
- NABWIC – Ann McNeil
- NABHOOD – Andy Ingram
- NAREB – Antoine Thompson
- OTHERS TO BE ADDED



WHERE YOU @???

- Initiative
- Consortium
- Coalition
- Council
- Alliance
- Association
- Organization
- Roundtable



ROUNDTABLE(S)

- Business Roundtable
- Capital Roundtable
- Real Estate Roundtable
- *National Association Roundtable
- Planned Giving Roundtable
- Michigan Diversity Roundtable
- Minority Business Roundtable
- Billion Dollar Roundtable
- *Developer Contractor Roundtable
- Construction Diversity Forum Roundtable
- Construction Industry Roundtable
- Construction Users Roundtable



THOUGHT LEADERS

- CORPORATE RELATIONS 20Bil Comcast SUE
- Byron Allen Folks – Entertainment Studios
- GOVERNMENT REPARATIONS 14tril
- Robert L. Bob Johnson – BET / RLJ Holding
- 2% EQUITY INVESTMENT 19.4bil
- Robert F. Smith – Vista Equity
- JOBS IN NEIGHBORHOODS ACT 17.5bil
- David G. Clunie – Black Economic Alliance



WHERE THE MONEY COMES FROM

- Level One 2.5K
- Key Bank 50K
- Finance of America 500K
- Regulation D Resources 10mil



TAKEAWAYS

- Design Core Development Guide
- MMCA Developers Toolkit
- Funds & Neighborhoods Drive Decision
- ***Get Money Identified***
- Lock Land Control
- Build Team
- Run Numbers



HOW TO GET TO 100% Capital

- LOAN
- GRANT
- TAX CREDIT
- PACE
- CROWD (DONATION BASED)
- SYNDICATION
- CRA
- JOBS Act
- MILE Act
- HUD 108
- HUD 221d4
- SEC 506D
- SBA 504



CONTACT

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