

*Awardee Profiles  
by State*

*Michigan*

# Michigan

## ANN ARBOR

### UNIVERSITY BANK (1998 BEA PROGRAM)

Location: Ann Arbor, Michigan  
Award: \$22,130 grant  
Contact: Stephen Ranzini - (734) 741-5858

University Bank of Ann Arbor, Michigan, was awarded \$22,130 for increasing its deposits and consumer, single-family housing, multifamily housing and business and agricultural loans in Ypsilanti and Lake County, MI. In total, the bank provided \$244,500 in financing. Lake County is one of the poorest rural counties in Michigan and has contains a Federal Empowerment Zone. University Bank is a state-chartered bank with total assets of \$55 million.

## BATTLE CREEK

### NEIGHBORHOODS, INC. OF BATTLE CREEK (1996 CDFI PROGRAM)

Location: Battle Creek, Michigan  
Award: \$1,350,000 grant  
Type: Housing loan fund  
Service Area: Battle Creek, Michigan  
Products: First and second mortgage loans, home improvement loans  
Contact: Ms. Marta Howell - (616) 968-1113

Neighborhoods, Inc. is a nonprofit organization focused on the revitalization of distressed neighborhoods in Battle Creek, Michigan. It has a strong track record of restoring housing quality and market vitality in its target areas. Since 1991 Neighborhoods, Inc. has made \$8.5 million in loans — 304 loans for home purchases and 309 loans for home improvements. The organization helps to stabilize residential area through a coordinated strategy of providing loans, real estate development of selective properties, individual credit counseling, pre-purchase training, and community improvement activities. A \$1.35 million grant from the CDFI Fund will provide a means to provide a greater number of purchase and home repair loans affordable to lower income families. This financial support will complement Neighborhoods, Inc.'s broad base of local support which includes corporations, banks, foundations, local government and community based organizations. The W.K. Kellogg Foundation is a key supporter and partner. Neighborhoods, Inc. is an NeighborWorks7 organizations.

### (2000 CDFI PROGRAM – CORE)

Award: \$1,000,000 capital grant  
Contact: Rance L. Leaders - (616) 968-1113

Since 1991, Neighborhoods Inc. of Battle Creek has been providing homeownership opportunities for low-income individuals and families throughout Battle Creek, Michigan. Its primary mission is to return older distressed neighborhoods to a healthy condition through encouraging: home purchase and improvement; improved property maintenance standards that reflect neighborhood pride; and patterns of neighborhood management through which neighbors manage day-to-day neighborhood issues. Since inception, Neighborhoods Inc. reports that it has lent approximately \$17 million in direct loans, assisted 518 families to purchase a home, and financed 582 home improvement loans. The CDFI Fund's \$1,000,000 capital grant will support the growth of the organization's lending and development services activities.

## (2000 CDFI PROGRAM – TECHNICAL ASSISTANCE)

Award: \$59,000 technical assistance grant  
Contact: Rance L. Leaders - (616) 968-1113

Since 1991, Neighborhoods Inc. of Battle Creek has been providing homeownership opportunities for low-income individuals and families in the city of Battle Creek, Michigan. Its primary mission is to return older distressed neighborhoods to a healthy condition through: (1) creating a healthy real estate market where neighbors are willing and able to invest in home purchase and improvement; (2) improved property maintenance standards that reflect neighborhood pride; and (3) building neighborhood organizations through which neighbors manage day-to-day neighborhood issues. Through its financing activities, Neighborhoods Inc. has: lent approximately \$17 million in direct lending; assisted 518 families to purchase homes; and financed 582 home improvement loans. The CDFI Fund's technical assistance grant will be used to upgrade or replace outdated technology and software.

## DETROIT

### DETROIT DEVELOPMENT BANCORPORATION (1996 CDFI PROGRAM)

Location: Detroit, Michigan  
Award: \$3 million equity  
Type: community development bank holding company  
Service area: target area on Detroit's east side  
Products: full service bank, small business loans, housing loans, real estate development and enterprise development  
Contact: Ms. Ellen Burzynski - (313) 824-1050

This is a new effort for a comprehensive community development bank holding company with a strategic plan to revitalize a well defined investment area on the east side of Detroit. This presents a promising approach to achieve large-scale community revitalization in Detroit. The CDFI Fund's \$3 million equity investment will be a major boost to a fundraising effort that may raise up to \$20 million in capital for this startup effort. The Detroit holding company, which will be established in stages, is designed to have three subsidiaries. A full service bank in the target area will provide small business loans and housing loans, and can leverage its equity many times over through deposits. A for-profit real estate development company will initially focus on the development of 500 houses for home ownership in a 30 square block area. A nonprofit enterprise development affiliate will have three functions — small business assistance to strengthen small manufacturers in the region and businesses in the target area, creation of a labor force development strategy to link potential workers with employers' skill needs, and homebuyer training and prepurchase services for first time homebuyers. The Detroit based bank holding company will be a subsidiary of Shorebank Corporation.

### DETROIT ENTREPRENEURSHIP INSTITUTE, INC. (2ND ROUND – PRESIDENTIAL AWARDS FOR EXCELLENCE IN MICROENTERPRISE DEVELOPMENT – EXCELLENCE IN PROGRAM DELIVERY: DEVELOPING ENTREPRENEURIAL SKILLS)

Location: Detroit, Michigan  
Program Type: Comprehensive business training, technical assistance and business support services  
Service Area: Detroit, Michigan  
Target Group: Temporary Assistance for Needy Families (TANF) recipients and low-income individuals  
Contact: Cathy McClelland, President and Chief Executive Officer – (313) 961-8426

The Detroit Entrepreneurship Institute, Inc. (DEI) provides a one-stop shop for aspiring microentrepreneurs. DEI is recognized for providing a uniquely comprehensive range of training, technical assistance and business support services targeted to welfare recipients and low-income individuals. DEI is a key welfare-to-work model to watch. DEI provides its clients with a no-cost, on-site business reference library, graphic design department, business computer center, and tax preparation service. DEI also provides its clients with access to a personal development counselor to help clients address non-business issues including domestic violence, substance abuse, affordable housing, and other household subsistence needs.

## KALAMAZOO

### FIRST OF AMERICA BANK, NA (1998 BEA PROGRAM)

Location: Kalamazoo, Michigan  
Award: \$81,670 grant  
Contact: Richard R. Spears - (616) 376-7210

First of America NA received an award of \$81,670 for increasing its consumer, commercial real estate, and business lending in the Detroit Empowerment Zone and Saginaw, Michigan. First of America also increased its single-family mortgage lending in distressed communities in Springfield, Illinois. First of America is a national bank with total assets of \$15.1 billion.

## LANSING

### MICHIGAN HOUSING TRUST FUND (1999 CDFI PROGRAM - CORE)

Location: Lansing, Michigan  
Award: \$520,000 (\$500,000 capital grant, \$20,000 technical assistance grant)  
Type: Housing/Facilities Loan Fund  
Contact: Christine A. Helbig - (517) 334-1684

Michigan Housing Trust Fund was founded in 1985 to provide capital and technical assistance to support the building and rehabilitation of affordable housing for low-income individuals and communities throughout Michigan. Its borrowers are community-based organizations developing affordable housing for low- and moderate-income families and individuals. The CDFI Fund's \$520,000 award (\$500,000 capital grant, \$20,000 technical assistance grant) will support the growth of the organization's lending activities.

### (2002 CDFI PROGRAM - CORE)

Award: \$285,000  
Contact: Ms. Christine Helbig - (517) 372-6001

Michigan Housing Trust Fund (MHTF) was founded in 1985 to provide capital and technical assistance in support for the building and rehabilitation of affordable housing for low income individuals, groups, and communities throughout Michigan. The applicant provides pre-development, construction, land acquisition, and housing rehabilitation loans to community based organizations developing affordable housing for low and moderate income families and individuals. The Fund's grant will help MHTF implement a new land assembly loan product to site acquisition for further housing development. Technical Assistance will be used to enhance staff capacity and organizational development.

## MARQUETTE

### NORTHERN ECONOMIC INITIATIVES CORPORATION D/B/A NORTHERN INITIATIVES (2000 CDFI PROGRAM - CORE)

Location: Marquette, Michigan  
Award: \$760,000 capital grant  
Contact: Dennis J. West - (906) 228-5571

Northern Economic Initiatives Corporation (Northern Initiatives) is a non-profit business loan fund created in 1993 to promote job creation and develop locally grown businesses in the economically distressed and geographically remote Upper Peninsula of Michigan. Northern Initiatives finances microenterprises and small businesses and operates comprehensive training and technical assistance programs. Its success in building strong businesses is illustrated by a 90% business survival rate. The CDFI Fund's \$760,000 capital grant will help expand Northern Initiatives' lending activities.

### (2000 CDFI PROGRAM – TECHNICAL ASSISTANCE)

Award: \$35,000 technical assistance grant

Contact: Dennis J. West - (906) 228-5571

Incorporated in 1991, Northern Economic Initiatives Corporation's (Northern Initiatives) focus is to diversify and strengthen the economy of Michigan's Upper Peninsula, a distressed, rural, fifteen county area. Northern Initiatives provides businesses with needed capital and technical assistance. Northern Initiatives makes micro loans to start-up and small retail and service businesses, and subordinated debt and equity investments in larger, typically manufacturing businesses. The technical assistance award will be used to improve Northern Initiatives's technological infrastructure and e-business expertise, which is expected to increase its ability to serve its rural service area with greater efficiency and competency.

### SHOREBANK BIDCO, INC. (2000 CDFI PROGRAM – CORE)

Location: Marquette, Michigan

Award: \$500,000 capital grant

Contact: Kathryn J. Polansky - (906) 228-6080

Shorebank BIDCO is a for-profit Michigan-licensed Business and Industrial Development Corporation (BIDCO) established in 1992 to serve the economically distressed and geographically remote Upper Peninsula of Michigan by providing mezzanine and equity financing to higher risk manufacturing business expansions and start-ups. In 1999, Shorebank BIDCO opened an office in Detroit to serve minority-owned firms operating in distressed urban communities surrounding the Detroit metropolitan area. The CDFI Fund's \$500,000 capital grant will help Shorebank BIDCO to carry out its business plan that calls for meeting the financing needs of businesses in the organization's Detroit target market. It will also help the organization leverage equity financing from other funders.

## TROY

### STANDARD FEDERAL BANK (1999 BEA PROGRAM)

Location: Troy, Michigan

Award: \$1,122,886 grant

Contact: Craig S. Randle - (248) 643-9600

Standard Federal Bank of Troy, Michigan received an award of \$1,122,886 for increasing its consumer, single-family and multi-family housing, commercial real estate and business lending. In total, the bank provided development and service activities totaling \$40 million in distressed neighborhoods. The bank is a federally chartered savings bank with total assets of \$19.5 billion.

## WILSON

### HANNAHVILLE INDIAN COMMUNITY (2002 CDFI PROGRAM - NACTA)

Location: Wilson, Michigan

Award: \$50,000

Contact: Mr. Kenneth Meshigaud(906) 466-2932

The Hannahville Indian Community (HIC) is a federally-recognized Indian Tribe in Wilson, Michigan. HIC is dedicated to promoting the health and economic well being of current and future Tribal members. To this end, HIC plans to establish the Hannahville Indian Community CDFI that will provide consumer loans, business loans, venture capital, and financial education and counseling. The Fund's \$50,000 technical assistance grant will enable a team of consultants to provide HIC with a business plan, needs assessment, and product development services to be used in the development of the CDFI.