

Metropolitan Economic Development Association (MEDA)

MEDA has a 53-year history of empowering underserved entrepreneurs, building small businesses and helping communities flourish.

Clients come to MEDA for expert solutions to help grow their businesses, create jobs, and elevate the success of their operations, their communities and their families' futures.

MEDA manages a \$36 million loan fund that supports underserved, credit-challenged business owners. In 2023, MEDA was given the responsibility for distributing Minnesota PROMISE Act loans in the Twin Cities to eligible businesses.

MEDA's services revolve around access to the 3C's:

CAPITAL	CONSULTING	CONNECTIONS
• Term Debt and lines of credit • Commercial real estate • SBA products • Loan packaging and bonding assistance • Mergers & Acquisitions	• Market planning and development assistance • Financial planning and risk analysis • Management skills • Balance sheet assessment • Mergers & acquisitions	• Educational groups and resources • Focus on getting businesses contract-ready • Connections to suppliers • Networking events

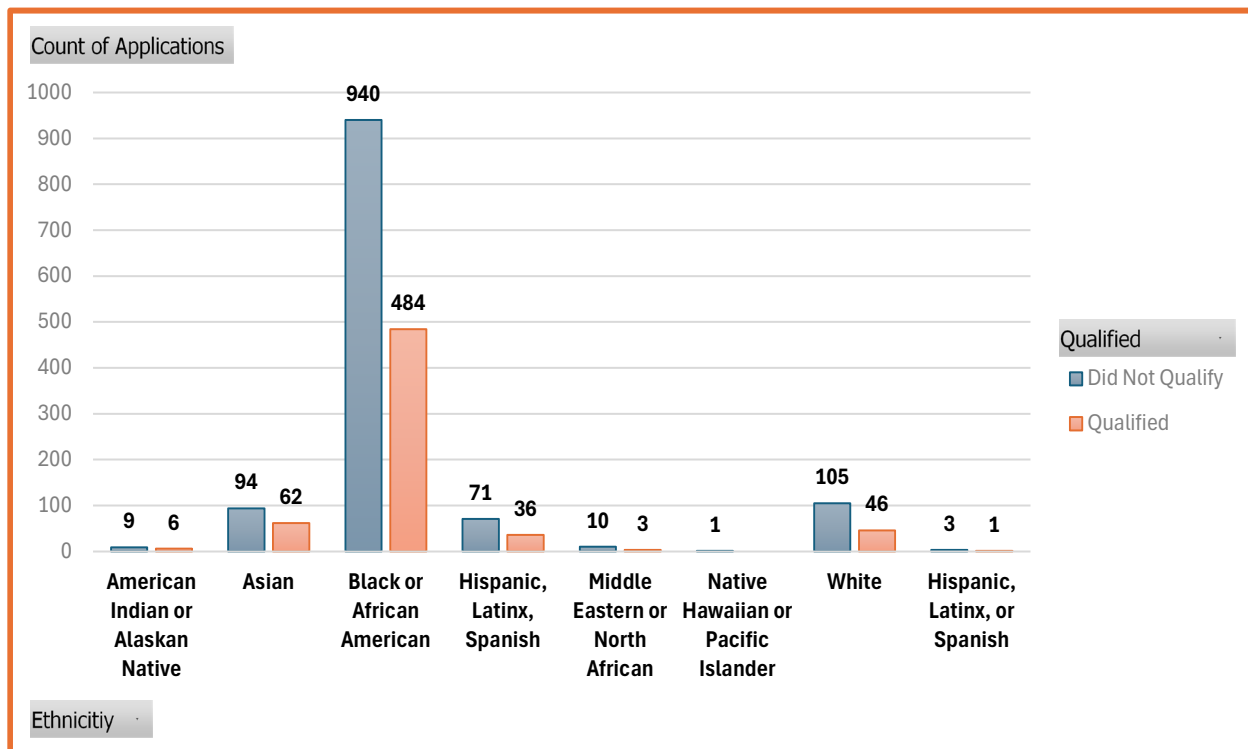
MEDA operates a growing fund as a Community Development Fund Institution (CDFI) that provides needed capital for minority businesses to become sustainable. MEDA is also the host organization for the Minnesota Minority Business Development Agency (MBDA) Business Center, which has been recognized by the MBDA as the top-performing center four consecutive years.

PROMISE Act Statistics 1/29/2025

Total Number of Applications Submitted for PROMISE Act:

1871

Total Number of Applications Submitted by Ethnicity:



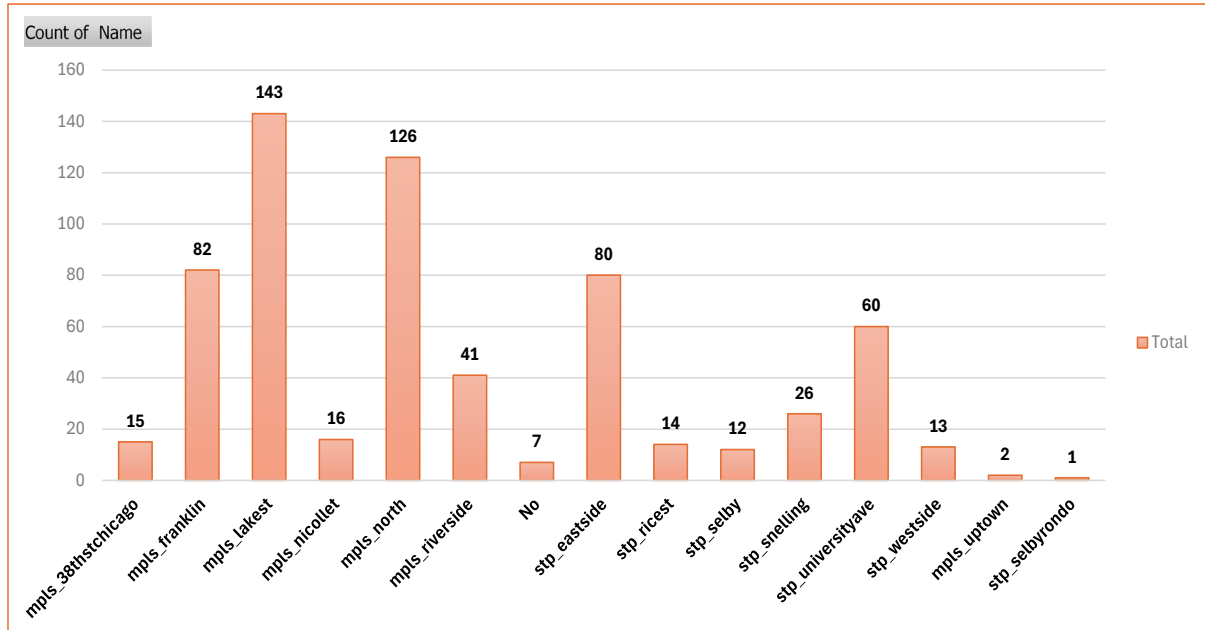
Stages

Number of Applications	1871
Number of Applications Eligible (Based On PROMISE Act Criteria)	
- Geography - Under \$1 million revenue - 2021 and 2022 tax returns	638
Percentage Ratings	
Percent of Eligible Applicants	638/1871 34%
Percentage of Eligible Applications who've completed applications	148/638 23.1%
Percentage of Total Applicants who've completed applications	148/1871 7.9%

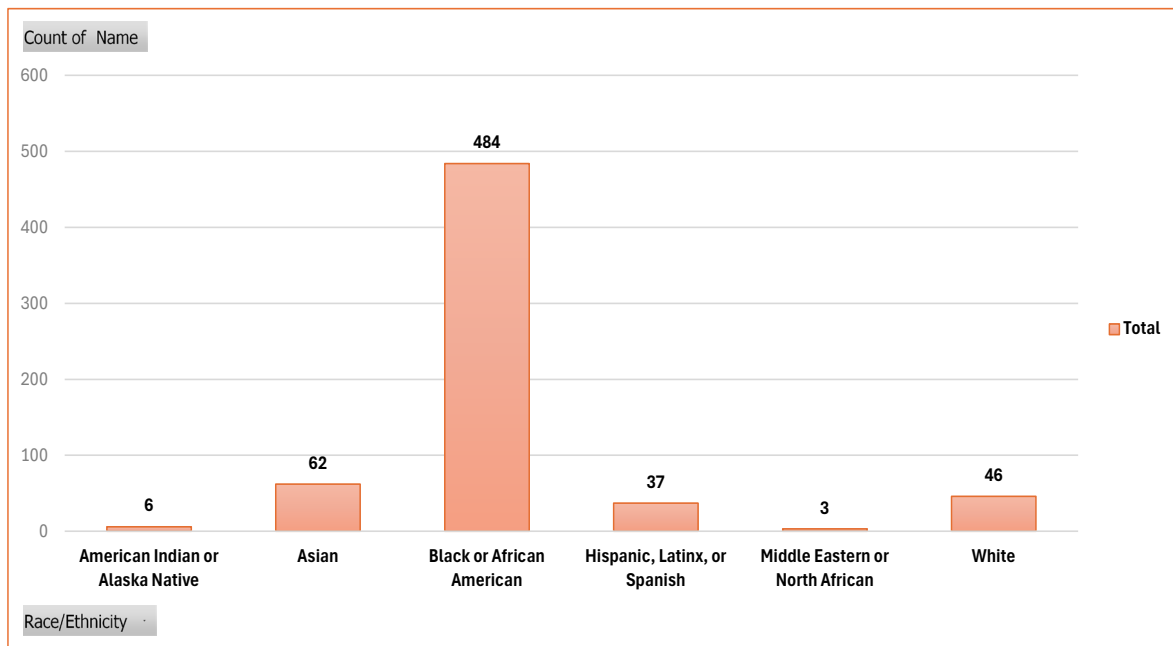
Total Number of Eligible Applications:

638

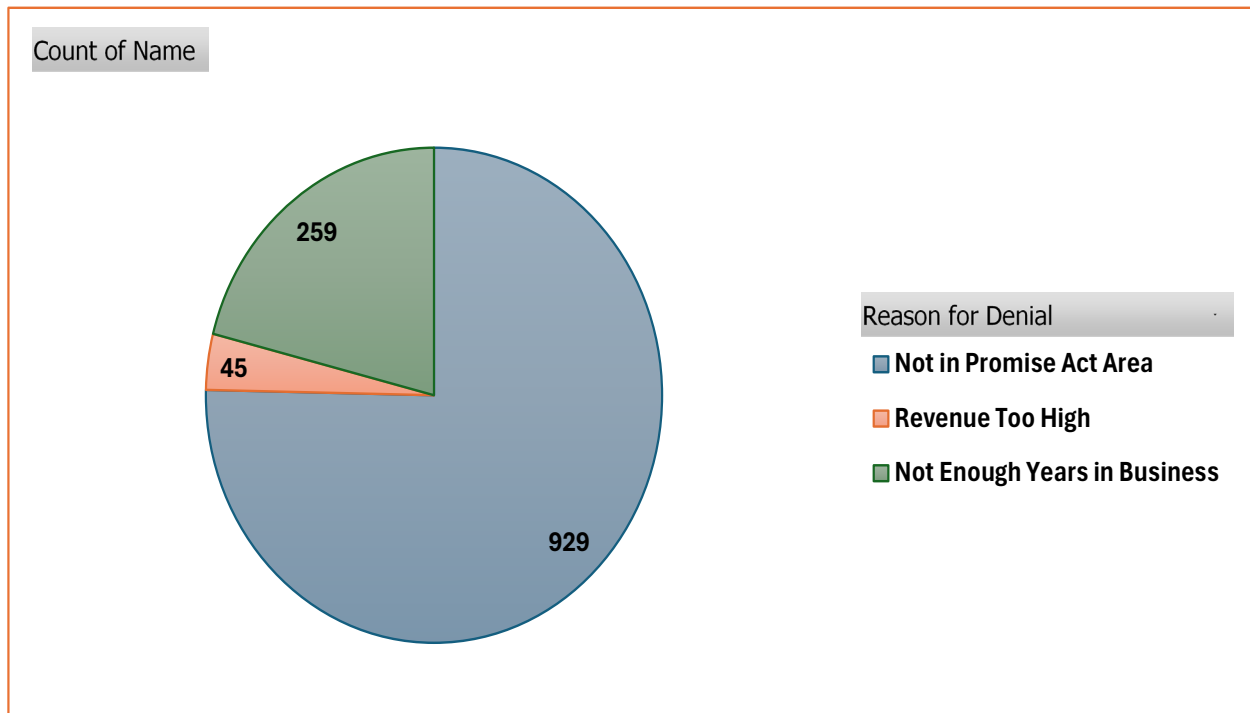
Eligible Applications by PROMISE Act Zone:



Eligible Applications by Ethnicity:



Non-Eligible Applications by Reason:



Loan Documents Submitted and Reviewed:

148

PROMISE Act Loan Pipeline:

Total \$ Loans in Pipeline	\$13,923,000
Average Loan Size	\$353,100
Number of Loans in Underwriting	6
Number of Loans Closed	10

MEDA PROMISE ACT LOAN CLIENTS

Udo's African Restaurant & Food Store 755 Snelling Ave. N., St. Paul



Michael and Margaret Udo started Udo's African Food Store on University Avenue in 2009. Clients expressed the need for a local West African restaurant, since the closest alternatives are located in Minneapolis or Brooklyn Park. The new location supplies quality, hard-to-find West African grocery products and a restaurant featuring an experienced chef. Udo's prides itself on offering West African transplants an

authentic taste of home at affordable prices. With financing from MEDA with a PROMISE Act loan, along with a Main Street Grant, Midway United Fund Grant, East Metro MSERP, and contributions from the owners and landlord, Michael and Margaret were able to complete the build-out of their new location. The business anticipates adding 10 new jobs thanks to the financing for this new opportunity.

Estimated Project Cost: \$510,300

MEDA Loan Amount: \$170,000



Sunshine Group Home – 125 Magnolia Ave. W., St. Paul



Since 2022, Sunshine Group Home and owner Feisal Mohamad have provided in-home care, nursing assistance, and personal care, tailored to individual patient's needs. Their team of qualified professionals provides top-tier care and a safe and positive environment for clients. Through a PROMISE Act loan with MEDA, Feisal was able to purchase the home that he had previously been renting – ensuring a permanent location for years to come.

Estimated Project Cost: \$288,000; MEDA Loan Amount: \$288,000

El Pollo Feliz – 1899 Stillwater Ave., St. Paul



With over 10 years of restaurant industry experience, Marcelo and Rosa Corona pursued their entrepreneurial vision and opened El Pollo Felix restaurant in 2015. With financial assistance from MEDA through a PROMISE Act loan and the Latino Economic Development Center (LEDC), they were able to pay off the balance on the building's contract for deed and avoid a large balloon

payment. Additional funds were applied to critical building repairs to the infrastructure and systems. The restaurant expects to add four additional positions because of access to this financing.

Estimated Project Cost: \$402,118; MEDA Loan Amount: \$230,118

P3 Specialized Performance (P3SP) – 876 E. 7th St., St. Paul



P3SP is a youth athletic training program that nurtures athletic development, positive relationships, and leadership in a safe and trustworthy space. A PROMISE Act loan through MEDA allowed Aaron and Nedra Robinson to relocate their business from Uptown in Minneapolis to just northeast of downtown St. Paul. The move allowed them to purchase a building versus

leasing space, providing additional square footage while saving them over \$5,000 each month. The loan also covered substantial renovations to the general infrastructure, systems, and finishes throughout the property. The Robinsons moved into the space in early February and anticipate that six new jobs will be created once they are ready to open.

Estimated Project Cost: \$470,000; MEDA Loan Amount: \$470,000

Hayat Beauty Salon & Supply – 2708 E. Lake St., #107, Minneapolis



Owners Hayat Mohamed and Maaruf Yusuf have operated the business for than 17 years where Hayat Mohamed is also a stylist. They are relocating the business a mile away to the Historic Coliseum Building for an improved facility, ability to expand the number of chairs for rent, better visibility to attract new clients and walk-in business, and for better access to their niche market of women within the East African community. With a PROMISE Act loan through MEDA, the owners will be able to complete build-out projects such as paint, electric, new lighting, and doors. The larger location will allow them to add two additional stylists and in-demand services such as braiding.

Estimated Project Cost: \$68,000; MEDA Loan Amount: \$68,000

Paikka Event Center – Vandalia Tower, 550 Vandalia, St. Paul.



Angela Trygg and Marlo Munch started the Paikka Event Center in 2015. Finnish for the word “Place”, the space consists of two main rooms and an adjacent patio/courtyard, available for event rental. The space included a staging kitchen for catering, but financing via a PROMISE Act loan from MEDA, STAR Grant, WRIG Grant, and a contribution from Paikka, LLC allowed for the installation of a bar and prep room, and full on-site kitchen. Additional HVAC and electrical updates, plus some final finishings will allow them to expand their services to attract and accommodate more events, especially weddings.

Increased business will support current employees and will generate opportunities for caterers, photographers, security, florists, cleaning services and other vendors.

Estimated Project Cost: \$336,844.96

MEDA Loan Amount: \$100,000



Chiro Center – 1936 Lyndale Ave. S., Minneapolis



Established in 1948, the Chiro Center boasts four locations in the Twin Cities and proudly provides chiropractic and wellness care to a growing client base. Practitioners Dr. Olivia Stensrud, Dr. Elizabeth Berg and Dr. Justin Elder opted to relocate the Uptown location up the block to a more advantageous space. More square footage and increased accessibility will allow them to serve a growing client base and provide additional services. The PROMISE Act loan through

MEDA was applied to the costs of the new build-out. A tenant improvement allowance also covered the costs of additional equipment, furniture and fixtures. The owners intend to add two additional practitioners in the first half of 2025.

Estimated Project Cost: \$235,356; MEDA Loan Amount: \$150,000



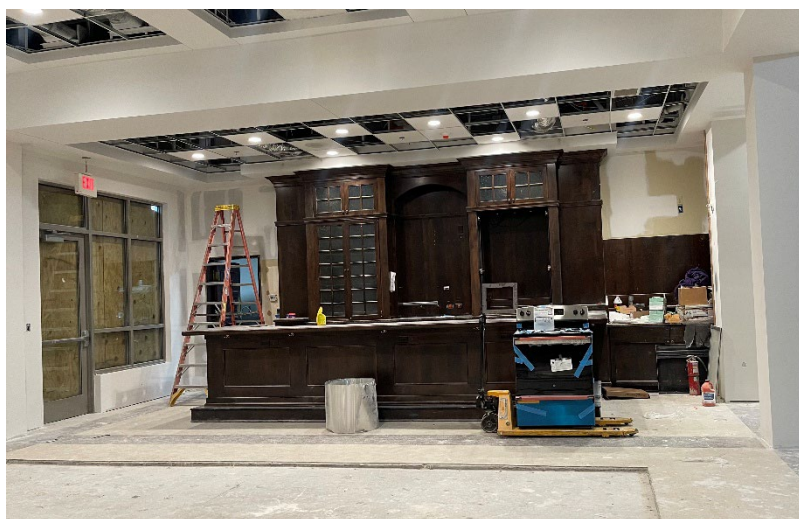
International Management, LLC (Midtown Minneapolis Hotel) – 2901 Chicago Ave. S., Minneapolis



Experienced hotelier, Jay Patel, acquired the Midtown Minneapolis Hotel in February 2020 and operated it until it was forced to close in April due to COVID. During the unrest following George Floyd's murder, the hotel was used as a shelter, but during this period, the hotel was severely vandalized, resulting in over \$10 million in damages. While the entire property is being renovated, a PROMISE Act loan through

MEDA will cover costs for mechanical and electrical systems and flooring. Once fully renovated, the property will provide traditional hotel rooms on the first two floors. But due to its location as the epicenter between four surrounding hospitals: Abott Northwestern, Hennepin Health Care, Children's Hospital, and University of Minnesota Medical Center, the upper floors will provide extended stay units expected to be rented by visiting doctors and nurses as well as families of long-stay patients. The hotel intends to open in late spring 2025 and add 53 new jobs.

Estimated Project Cost: \$10,581,330.34; MEDA Loan Amount: \$900,000



SMJ Real Estate, LLC (Lake & Bryant Café) 819-821 W. Lake St., Minneapolis



Co-owners Segundo, Maria and Jose are successful restaurateurs, specializing in authentic Latin American and Ecuadorian cuisine and wish to expand locations of their Galapagos Bar & Grill. The Lake & Bryant Café is a successful and growing restaurant, with a mix of loyal, local clientele, commuters, and tourists. The financing stack for the purchase of the building, business acquisition, and technical assistance includes a PROMISE

Act loan through MEDA, Bremer Bank, the City of Minneapolis CPDF, the Lake Street Council, Elevate Hennepin, and contribution from the owners. Segundo, Maria and Jose intend to initially keep the café's branding as they determine the best options for improvements and growth. They will retain the existing employees and intend to add three additional jobs.

Estimated Project Cost: \$1,122,781

MEDA Loan Amount: \$275,000



Ibyss, LLC (Abyssinia Cultural Center) 429 W. Lake St., Minneapolis



The Abyssinia Cultural Center is a business incubator space and event center. Owner Ibrahim (Abe) Demmaj believes in the revitalization of the Lake Street corridor and maximizing economic opportunities for local entrepreneurs. The event center has had significant interest from prospective clients, however, they have been unable to finalize many bookings due to insufficient parking. This has resulted in substantial revenue loss and prevented them from expanding their client base. With a PROMISE Act loan through MEDA, along with an owner's contribution and gap financing through African Development Center (ADC), Ibyss was able to purchase the adjacent parking lot. With this additional capacity, Abyssinia Event Center will be able to attract larger and more regular events and the

potential for strategic partnerships with local businesses for stable parking contracts. The additional business activity will create an estimated 20 new jobs.

Estimated Project Cost: \$1,200,000; MEDA Loan Amount: \$970,000

