

# EAST WARREN BUSINESS CORRIDOR: A COVID-19 RESPONSE GUIDEBOOK

EAST WARREN DEVELOPMENT CO.

MASTER OF URBAN PLANNING CAPSTONE

WAYNE STATE UNIVERSITY

SUMMER 2020



Marlin Hughes, owner of Detroit Pepper Company

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# INTRODUCTION



The former post office on East Warren is a potential redevelopment candidate

## EXECUTIVE SUMMARY

The East Warren Development Corporation (EWDC)'s mission is to support and enhance the East Warren commercial corridor and adjacent neighborhoods (Morningside, East English Village, Cornerstone Village) through collaboration, community engagement, and equitable development and their vision is achieve 100% business occupancy of East Warren comprising a diverse mix of walkable, accessible, community-driven businesses that serve everyone in the community.

Sixteen graduate students in Wayne State University's Master of Urban Planning program were tasked by the EWDC to conceive a strategy for the organization to handle disruptions related to the COVID-19 pandemic and understand the corridor's trajectory as it develops the East Warren/Cadieux Neighborhood Plan with the City of Detroit. The East Warren Business Corridor: A COVID-19 Response Guidebook provides a comprehensive approach to help businesses in the new COVID-19 ecosystem.

### Project Objectives

1. Create an inventory of current businesses, specifically identifying closures due to COVID-19 and working to understand needs and challenges for reopening
2. Establish a resiliency framework for attracting, retaining, and strengthening businesses
3. Explore creative uses of land and placemaking for business corridor development

### Creating the Guidebook

The following elements were included in our planning process:

- Demographic analysis
- Business inventory
- Business survey
- Built environment survey (building facades, sidewalk audit)
- Community stakeholder meetings

- Retail demand study
- Direct feedback from EWDC

### East Warren Now: A Summary of Findings

- The population has declined 40.8% since 1990 and is currently at 46,438 residents. During this time, the white population declined 70%, while the Black population declined 9.7%.
- 134 parcels and 150 commercial spaces; retail and service-oriented businesses are most represented on the corridor
- Businesses are interested in training opportunities to improve their online presence and use e-commerce because of the pandemic as well as better marketing identify for the corridor as whole
- Physical changes to the corridor allowing for social distancing, outdoor dining, etc. is needed
- Mixed-use development could be attractive on the corridor

### Recommendations

Four strategic goals have been identified to achieve the vision of this guidebook. The goals are mutually reinforcing and, together, they have the potential to combat the limitations and negative effects imposed by COVID-19 on the East Warren corridor and also enhance its vitality.

Goal 1: Provide training opportunities for East Warren businesses

Goal 2: Establish a framework for attracting and retaining businesses

Goal 3: Implement landscape and physical design changes to create a vibrant corridor

Goal 4: Support all forms of mobility to make East Warren a safer, thriving destination

## PLANNING IN RESPONSE TO COVID-19

The year 2020 will be remembered as the worst public health crisis in modern history. On March 10, 2020, the Governor of Michigan issued a Declaration of Emergency after the state recorded two confirmed cases of the coronavirus. In no time, cases surged by the hundreds per day and hospital beds quickly became unavailable across southeast Michigan. To ensure the practice of “social distancing,” the Governor issued a stay-at-home order, urging all Michiganders to remain indoors and requiring all non-essential businesses to be closed to the public.

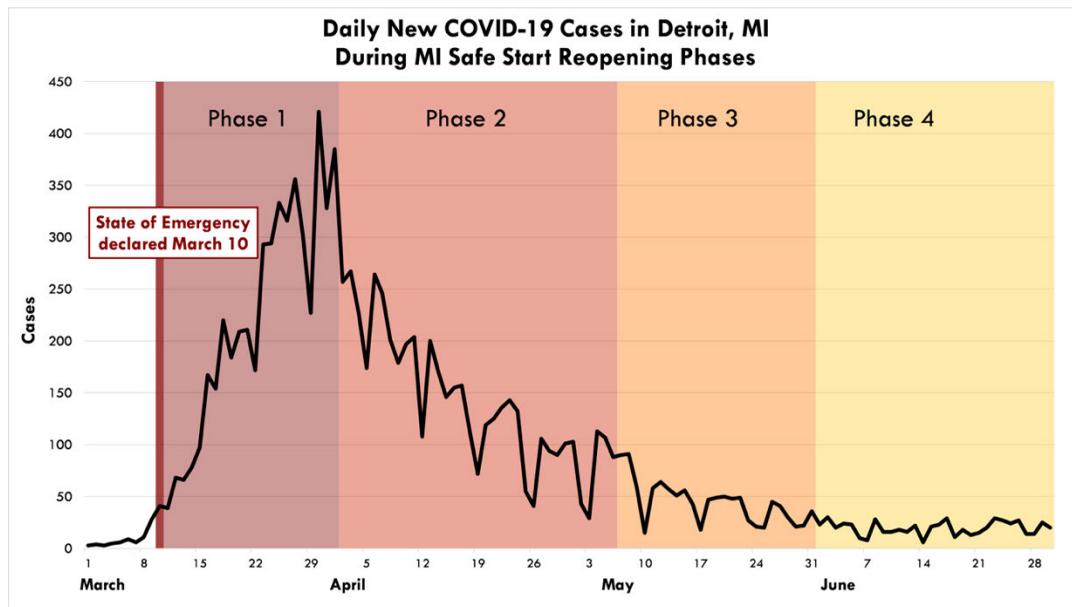


Figure 1. Daily New COVID-19 Cases in Detroit During Reopening Phases

As the pandemic raged on, the economy went into freefall. Many businesses and companies struggled to remain viable during the worst of the pandemic. By mid-April, nearly 24% of Michigan workers were unemployed when jobless claims topped 1 million statewide. Roughly 20% of jobless claims were filed in Wayne County (US Labor Department), where the largest labor center is Detroit.

By early April, the pandemic peaked in Michigan. Total cases hit 14,000 and hovered around 1,200 daily new infections (see Figure 1). During this time, Detroit

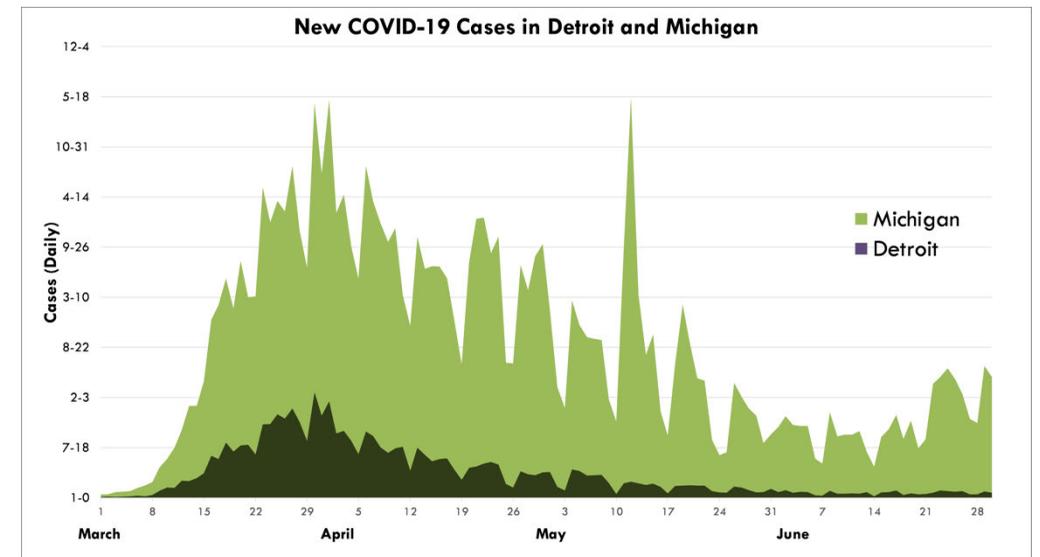


Figure 2. New COVID-19 Cases in Detroit and Michigan

represented nearly 27% of all new cases statewide. The governor released the MI Safe Start Plan, a phased approach to re-engaging Michigan’s economy while containing the spread of the virus. At the writing of this guidebook, the state is in Phase 3, or the “Flattening” phase of the plan (see Figure 2). This means, among other disruptions to business operations, the limiting of food establishments to strictly carry-out and requiring other retailers to develop plans to ensure safe accommodations to the public.

For many businesses, navigating the economic crisis meant temporary, and even in some instances, permanent closures. In late April, the Small Business Association of Michigan surveyed 1,300 small businesses in the state and found that:

- 1 in 7 were not confident they would survive the pandemic
- Nearly 45 percent were closed
- More than 50 percent couldn’t have employees work from home

This virus has had a devastating impact on human life. At the time of this report, the virus has claimed the lives over 6,000 Michigan residents and over 140,000 in the United States. The statistics are even more distressing in the context of race and ethnicity. While African Americans are estimated to be just 14% of Michigan’s population,<sup>1</sup> this group makes up roughly 38% of virus-related deaths in the state (see Figure 3).<sup>2</sup>

At the outset of the guidebook’s development, the Detroit region was still in Phase 3. But on June 1, the Governor moved the Detroit region into Phase 4 which allowed many establishments, not least restaurants and bars, to open their doors to indoor service.

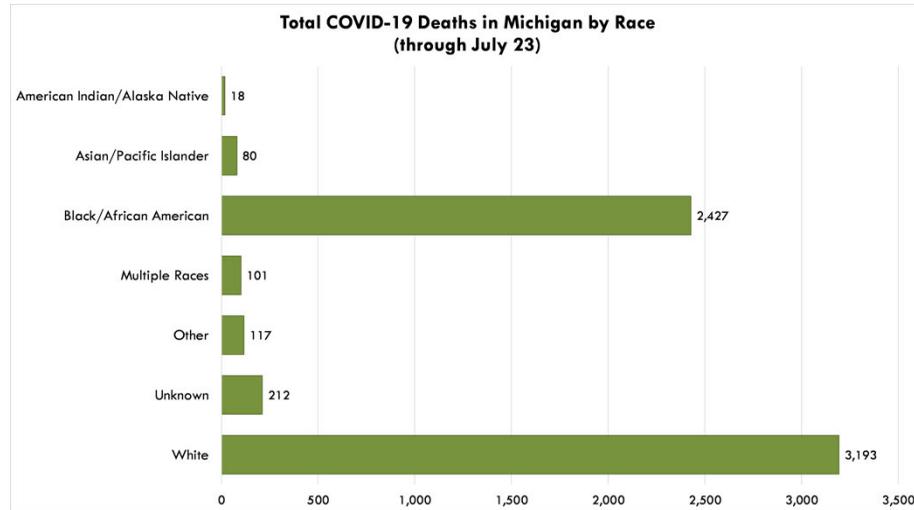


Figure 3. Total COVID-19 Deaths in Michigan by Race

### Developing the East Warren Business Corridor: A COVID-19 Response Guidebook

As the COVID-19 pandemic has upended the world since January 2020, neighborhoods are facing unprecedented challenges that have emerged in recent months. We know that societies will have to adapt and transform to respond to the moment. Cities and

neighborhoods will need to reconceptualize how to better serve their communities while also protecting public health and safety.

The COVID-19 Response Guidebook was developed by Wayne State University’s Master of Urban Planning capstone students in conjunction with the East Warren Development Corporation (EWDC) to consider the social and economic impacts of COVID-19 and reframe how they can be addressed in the community’s future planning efforts on the East Warren corridor, particularly as the City of Detroit’s East Warren/Cadieux Neighborhood Plan moves forward.

Our plan was guided by and designed to achieve the following goals:

1. Create an inventory of current businesses, specifically identifying closures due to COVID-19 and working to understand needs and challenges for reopening
2. Establish a resiliency framework for attracting, retaining, and strengthening businesses
3. Explore creative uses of land and placemaking for business corridor development

Due to the pandemic, we were unable to engage the full community to hear their voices and gain their perspective, but we reached out to business owners, community leaders, and other stakeholders. We hope this document reflects a thoughtful, if incomplete, understanding of and vision for the neighborhood and offers immediately actionable strategies for recovery as well as opportunities for long-term improvement and growth.

To develop a plan that can be used effectively by the EWDC, our project scope will focus on the East Warren commercial corridor, concentrating on the area between Bedford Road and Guilford Street. commercial corridor and adjacent neighborhoods through collaboration, community engagement, and equitable development.

<sup>1</sup> <https://www.census.gov/quickfacts/MI>

<sup>2</sup> [https://www.michigan.gov/coronavirus/0,9753,7-406-98163\\_98173---,00.html](https://www.michigan.gov/coronavirus/0,9753,7-406-98163_98173---,00.html)

## NEIGHBORHOOD HISTORY

At the time of French settlement, the area that is now the far east side of Detroit was the home of the Anishinaabe people. In 1795, the Treaty of Greenville ceded the Native land within six miles of the Detroit River to the United States. Like most areas along the Detroit River, land was divided into long “ribbon farms”, and many city streets still bear the names of these early settlers.<sup>3</sup> The city annexed land from neighboring townships in the 1920s to house the rapidly swelling population. The United States’ largest Belgian community settled on the far east side as refugees fled the violence of World War I and sought opportunities for work.<sup>4</sup>

The neighborhoods now known as Morningside, East English Village, and Cornerstone Village, were largely developed during Detroit’s population boom of the 1910s and 1920s. The construction of dense new housing began first in Morningside during the 1930s, East English Village in the 40s, and finally in Cornerstone in the 50s.<sup>5</sup>

In the late 1930s, residents could satisfy most of their consumer needs without leaving the neighborhood. East Warren boasted multiple drug stores, groceries, restaurants, a hardware store, as well as clothing and shoe stores. Familiar names on the strip included SS Kresge, Kroger, and the Alger Theater, which has remained a central fixture since it was built in 1935.

Local retail would lose market share to suburban department stores and shopping malls in the 1950s and the middle-class population fled to newly built suburbs en masse, further accelerating disinvestment.

Racist real estate practices and the activism of white homeowner groups ensured that these neighborhoods, and most others on the fringes of the city, held a majority of white

homeowners.<sup>6</sup> A 1939 “redline” map<sup>7</sup> created for determining eligibility for federally backed loans gave the area comprising Morningside and East English Village a “B” rating, noting it was “65% developed” and “of good character and stability” with deed restrictions and no “foreign families” or “negroes.” The few dozen 2-flat houses did “not fall much short of an A’ rating.” But the same map gave a “C” rating to the adjacent eastern area now known as Cornerstone Village with its “basement-less houses and some shacks.” This area was “25% developed” with “unpaved streets (and) weak restrictions” and just 50% owner-occupied compared to 80% in the aforementioned area. The neighborhoods remained densely white through the 1980s, especially east of Cadieux. Between the 1990s and 2000s, all three neighborhoods became predominantly Black.

### About East Warren Development Co. (EDWC)

The EWDC leads community development along the East Warren corridor and operates in an area bound by Mack Avenue to the south, I-94 to the north, Moross Road to the east, and Alter Road to the west. The East Warren

commercial corridor runs from Mack to Alter, and includes roughly 26,500 residents, an average median income of \$39,000, and is anchored by three strong neighborhood associations in Morningside, East English Village, and Cornerstone Village.

**Mission:** To support and enhance the E. Warren commercial corridor and adjacent neighborhoods through collaboration, community engagement, and equitable development.

**Vision:** 100% business occupancy of East Warren comprising a diverse mix of walkable, accessible, community-driven businesses that serve everyone in the community.

<sup>3</sup> Bak, R. (2001). Detroit: Across three centuries. Chelsea, MI: Sleeping Bear Press.

<sup>4</sup> [https://sil.uc.edu/webapps/socscape\\_usa](https://sil.uc.edu/webapps/socscape_usa)

<sup>5</sup> <https://maps.semco.org/yearbuilt/>

<sup>6</sup> Sugrue, T. J. (2014). The origins of the urban crisis: Race and inequality in postwar Detroit. Princeton: Princeton University Press.

<sup>7</sup> <https://dsl.richmond.edu/panorama/redlining/>

## PLANNING AND ENGAGEMENT PROCESS

The East Warren Business Corridor: A COVID-19 Response Guidebook's planning and engagement process builds upon the institutional knowledge of local business owners, lived experiences of residents and stakeholders, and the planning research already existing within the corridor. As is common with most planning efforts, public input was integral to the formulation of recommendations and programming for the East Warren business corridor. The creation of this guidebook is informed by the policies and reports previously conducted for the East Warren study area in addition to a combination of engagement tools. Site visits, inventories, built environment surveys, business owner surveys, extended interviews, and a guest speaker series were components in the information gathering and engagement process.

### Strategic Planning Timeline

- May 6, 2020 - Project introduced, initial meeting with client
- May 7, 2020 - Scope of project defined
- May 19, 2020 - Business inventory survey created
- June 2, 2020 - Built environment survey completed
- June 2, 2020 - Business inventory completed
- June 9, 2020 - Business inventory survey completed and analyzed
- June 17-26, 2020 - Meetings with neighborhood activists
- June 23, 2020 - Strategies for business training and retention submitted
- June 23, 2020 - Strategies for physical design of space submitted
- July 7, 2020 - High-level presentation to clients for feedback
- July 12, 2020 - Neighborhood brand is finalized
- July 28, 2020 - Final project presented

## RELATIONSHIP TO OTHER PLANNING EFFORTS

The East Warren corridor has the potential to play a role as a gateway to the neighborhood and a community hub. But since this plan process did not use more conventional approaches to community engagement because of social distancing guidelines due to COVID-19, we aimed to ensure that the guidebook is aligned with other planning efforts, with an emphasis on those in which the community has more actively participated.

### [The City of Detroit's East Warren/Cadieux Neighborhood Framework Plan](#)

This plan process is currently ongoing, but will be the foundational vision for revitalization in the neighborhood. The plan will focus on how to improve the future growth of the community through:

1. Neighborhood stabilization
2. Improvement to parks
3. Commercial and mixed-use development
4. East Warren renovation.

So far, the community has offered feedback for the plan to address more business support, vacant land strategies, and improved landscape designs as the plan develops. We made our recommendations that would support the achievement of the plan's goals help businesses and residents in the corridor navigate the effects of the pandemic.

### [Restorin' East Warren](#)

This project served as the blueprint for the development of EWDC. It focused on restoring and beautifying the East Warren commercial corridor and aimed to retain and attract small businesses by incorporating murals, updating crosswalks and sitting/gathering areas and was foundational for this guidebook. We used findings from this report, like the commercial property inventory, to direct our data collection and recommendations.

The plan's approach was to:

1. Work with existing business owners to update and clean area
2. Solicit help of residents and volunteers to plan out community engagement tactics
3. "Build benches, paint planters and plant flowers"

### [DEGC Neighborhood Retail Study](#)

The Detroit Economic Growth Corporation in January 2018 released a report outlining retail needs in Detroit neighborhoods, including East Warren. Their findings for East Warren suggested a need for neighborhood goods and services, including personal care, pharmacies, and grocery stores. The study analyzed a market area that ran along I-94 and did not take into account any Grosse Pointe communities as potential customers of East Warren businesses.

# FINDINGS



Denise Moore, owner of ZAB Cultural Collective, wearing COVID-19 PPE

## LOCATION AND DEMOGRAPHICS

### Regional location

The East Warren corridor is located on Detroit's lower east side, approximately 7.5 miles northeast of downtown Detroit.

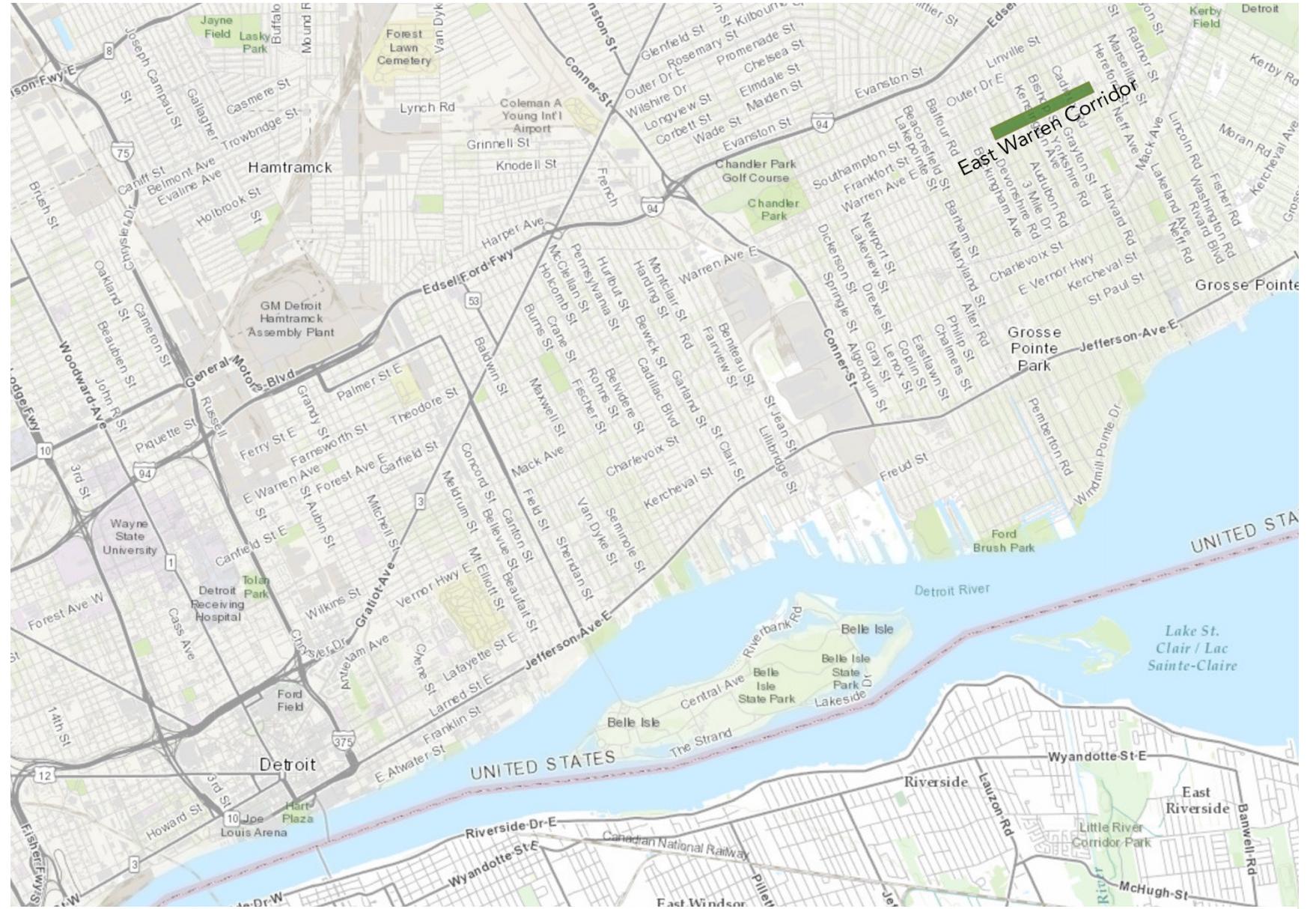


Figure 4. Regional context of East Warren

### The corridor

A detailed map of the neighborhood shows that the corridor's boundaries are from Bedford Street to Guilford Street and encompass the buildings along East Warren.



Figure 5. Detail of East Warren Corridor

### Demographic findings<sup>8</sup>

Demographic data was gathered using U.S. census block groups from a 1.5-mile radius of East Warren and Outer Drive, the main intersection of the corridor. A distance of 1.5 miles would be about a 30-minute walk, 10-minute bike ride, or 5-minute drive, making the distance a useful measure of who would most easily visit the corridor to shop. It's important to note that the demographic study area does include portions of Grosse Pointe Park and Grosse Pointe. Historically, a social and sometimes physical border has been erected between Detroit and these two communities. However, demographic trends and changing attitudes suggest these communities should be included in this study and analyzed as potential markets for businesses along the corridor.

We summarize key demographic trends on the following pages.



Figure 6. Demographic Study Area

<sup>8</sup> SEMCOG; U.S. Census, 1950; U.S. Census, 1990; U.S. American Community Survey, 2018

### Population and density

Detroit's population has declined since its peak of 1,849,568 in 1950. A similar trend has emerged in the corridor study area. **Between 1990 and 2018, the study area's population decreased 40.9%, from 78,617 to 46,438 residents.** SEMCOG predicts that Detroit, as well as neighboring Grosse Pointe Park and Grosse Pointe, will see a leveling of population through 2040. Without interventions to increase population, we predict the area's population to follow the general trend of the cities in which it lies, with the population remaining around 46,000 residents through 2040.

The study area's density is 6568.3 persons per square mile, compared to 2837.4 persons per square mile in Wayne County. Figure 7 maps the area's 2018 total population across its various block groups.

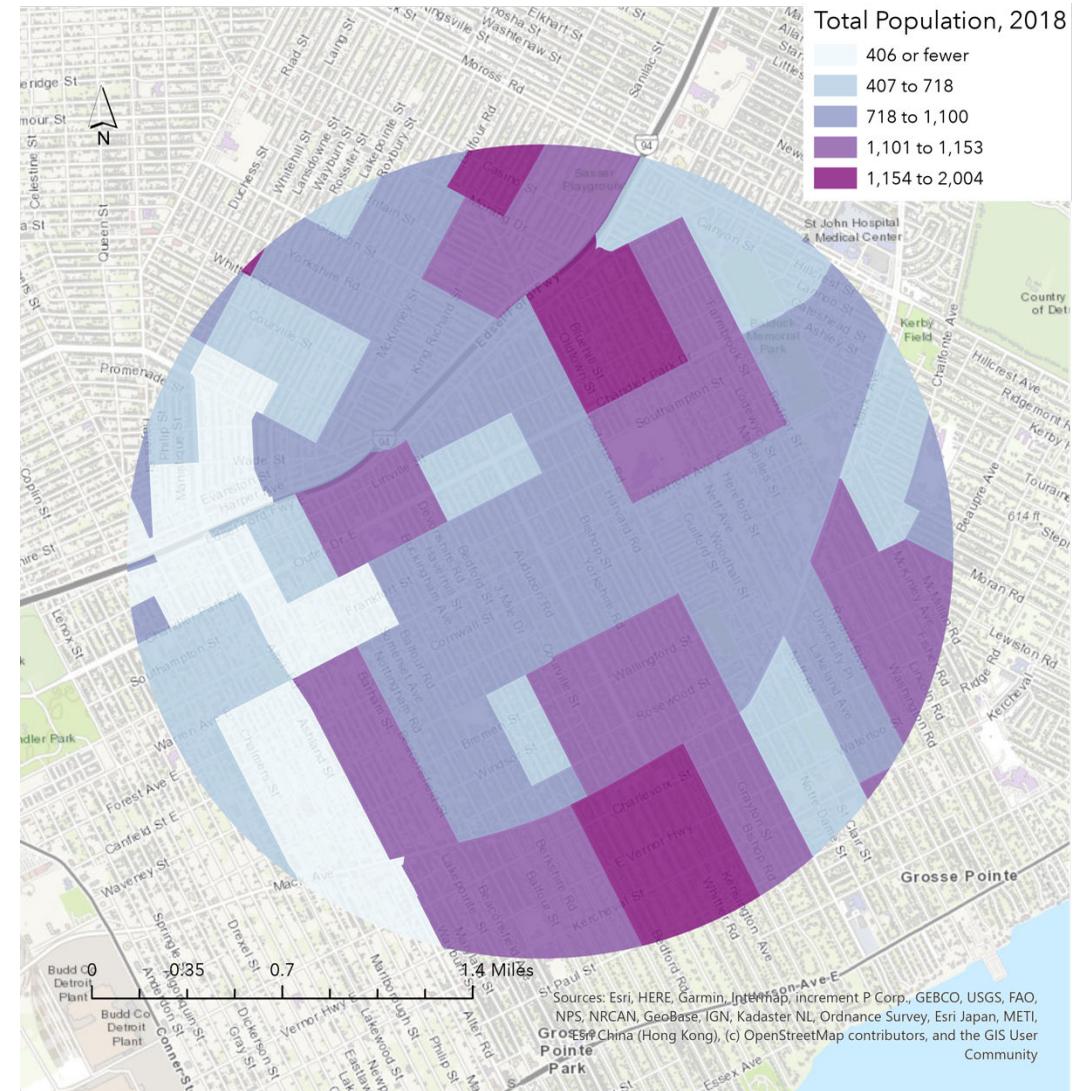


Figure 7. Total population per block group, 2018 ACS

### Income

The median income of the study area is \$50,414 compared with a median household income of \$45,321 in Wayne County. Income variation is sharply defined by the border between Detroit, Grosse Pointe Park and Grosse Pointe, however, as shown in Figure 8.

### Age

As the total population has decreased, **the overall population has trended slightly older.** Since 1990, the population share of those aged 35-54 has increased from 28% to 33%, while the population share aged 60 and older has increased from 15% to 18%. Meanwhile, those 13-34 have decreased from 27% to 21%, and those under 18 have remained relatively stable, decreasing from 30% to 28%.

### Education

Education levels are slightly below Wayne County as a whole. About 32% of the population's highest educational attainment is high school, compared to 30% in Wayne County. Approximately 10% of the population ages 25 and older has a bachelor's degree, compared with a 14% average across Wayne County. In addition, approximately 8% of the population has a professional or master's degree, compared with 9% in Wayne County.

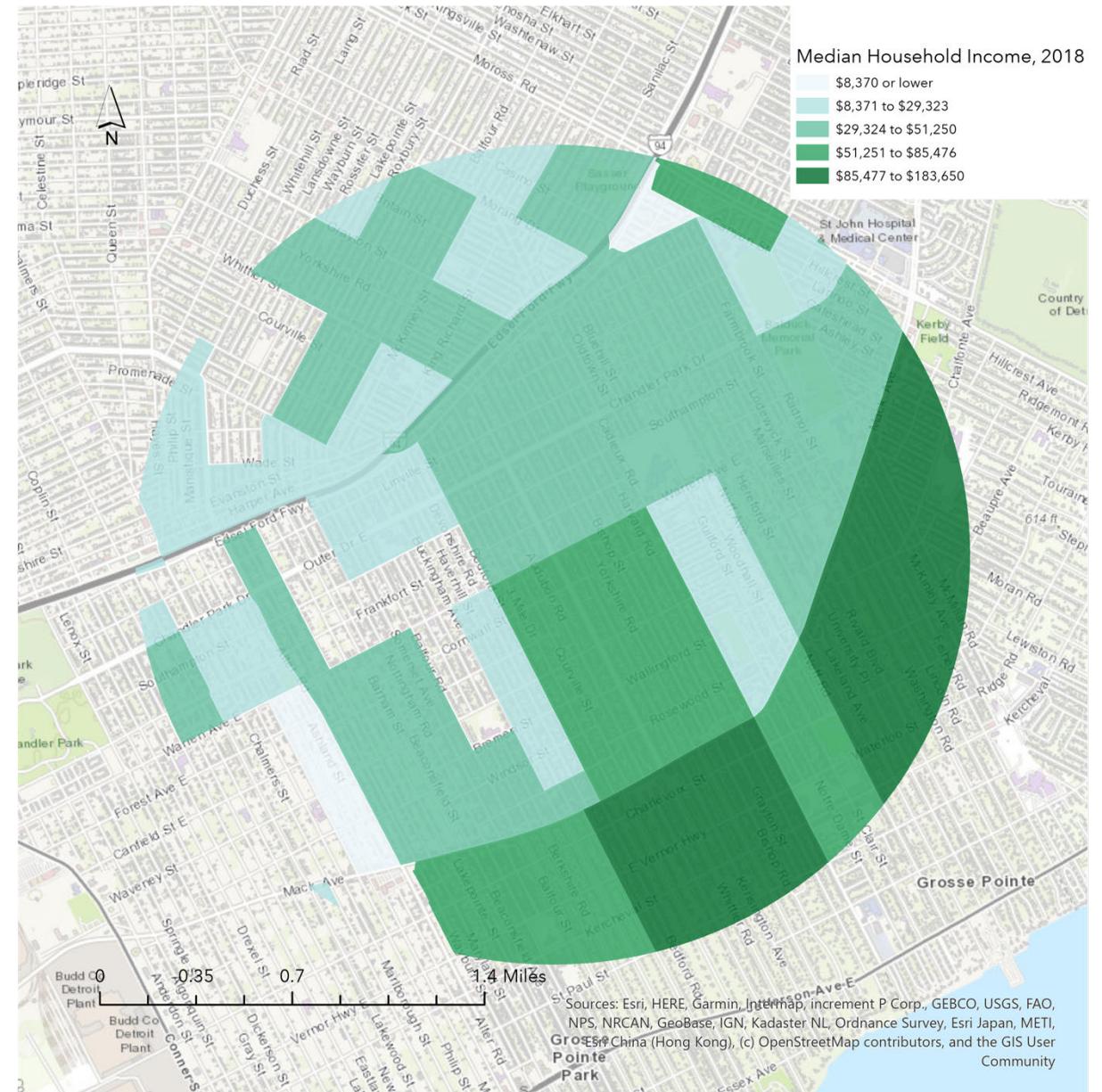


Figure 8. Median household income, 2018 ACS

## Race and ethnicity

The study area's racial makeup has shifted since 1990. In 2018, 70% of the study area identified as Black or African American, while 27% identified as white. In 1990, the population was 52% white and 45% Black or African American. A variety of other races and ethnic groups have made up the remaining populations over time, including Asian, Hispanic/Latino, Arabic, American Indian, and Pacific Islander.

The shifting of the Black and white populations is represented on the following maps. Figure 9 shows the number of white residents in 1990, compared to 2018 in Figure 10. The maps show that while the total population decreased approximately 40%, white residents left in the greatest number. From 1990 to 2018, the black population declined 9.7%, from 36,026 to 32,530, while the white population declined 70%, from 41,500 to 12,391 over that same time period.

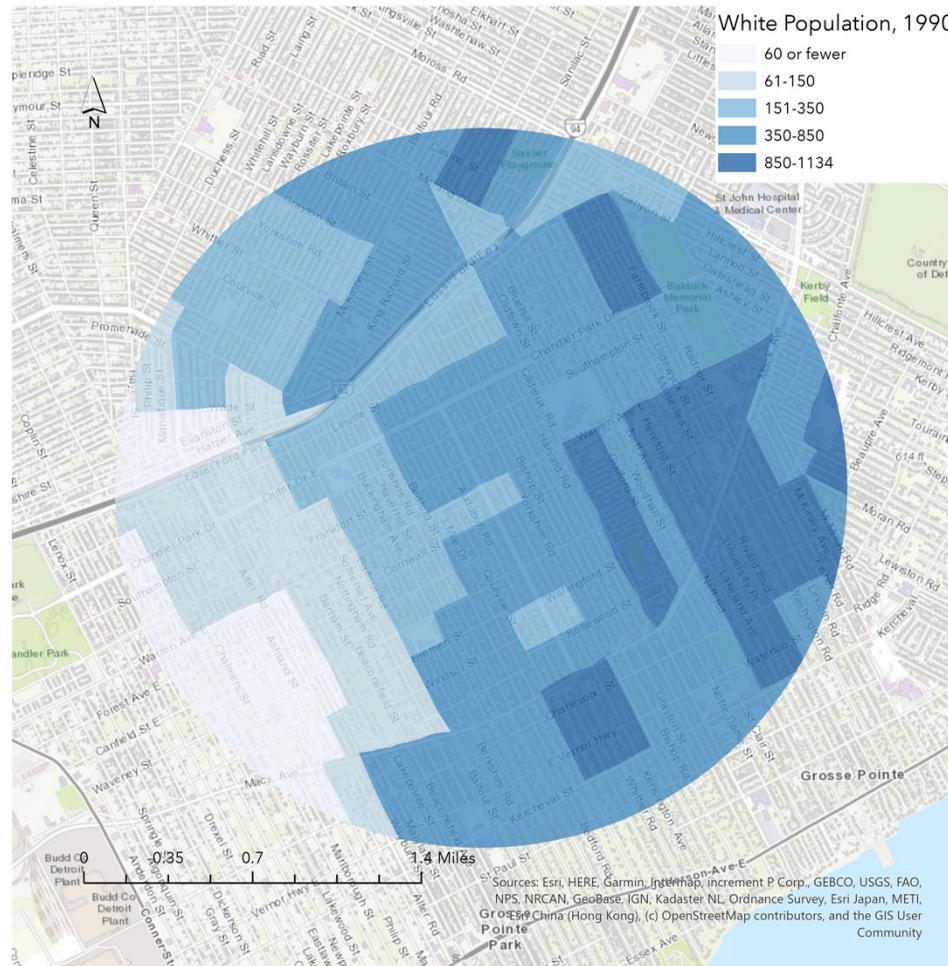


Figure 10. White population, 1990 U.S. Census

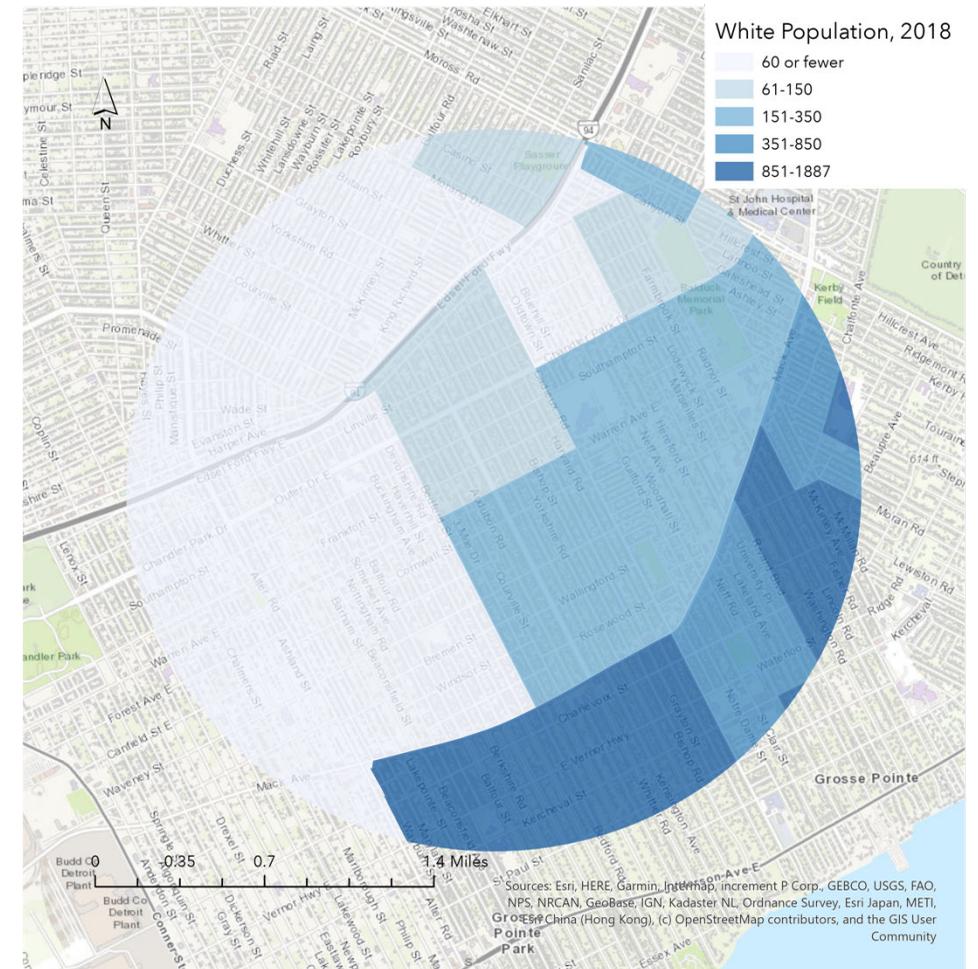


Figure 9. White population, 2018 ACS

## BUSINESS INVENTORY

We conducted an analysis of the parcels located in the East Warren study area. Each parcel was identified by address and business name then categorized by business type, operational status as of April 2020, and operational status as of June 2020. Two inventories were completed during the development of this guidebook; one in May 2020 and the second in June 2020 to update business statuses following the governor's announcement of reopening protocols. Classification of the businesses was based on in-person site visits and physical examination of the corridor. Full datasets for the May and June business inventories are in Appendix E.

### *April windshield survey by EWDC*

In April 2020, the EWDC led a windshield survey to determine the operational status of businesses along the corridor. In total, 51 businesses were assessed in the initial survey. Of the participating businesses, 41% were temporarily closed due to the COVID-19 pandemic and 33% appeared to be open or open with reduced capacity (such as carryout or delivery options only).

### *May inventory*

Four team members conducted our first inventory in May to assess in the study area, there was a total of 134 parcels and 150 commercial spaces with addresses. Some parcels contained multiple storefronts and one parcel was not included in the commercial counts because the church located on the parcel is tax exempt. Each parcel was evaluated based on the following seven classifications:

**Category 1 – Open:** Business appears to be active as evidenced by one or many of the following:

- People occupying the building
- Transactions occurring (either inside or curbside)
- “Open” sign lit up or faced outwards
- Signage indicating limited operations (due to COVID-19 or otherwise), or
- On-site parking being used

**Category 2 – Temporarily Closed:** Business appears to be temporarily inactive as evidenced by one or many of the following:

- Building is not occupied but appears to be in good physical standing
- People occupying the building, but no transactions are occurring (either inside or curbside)
- “Closed” sign lit up or faced outwards
- Signage indicating temporary closure (due to COVID-19 or otherwise)
- Interior lights may be off during business hours (this is not always a definitive indicator)
- On-site parking empty

**Category 3 – Permanently Closed:** Commercial operations appear to have ceased as evidenced by one or many of the following:

- Building is empty and may show signs of neglect/abandonment (either recent or long-term)
- Signage indicating permanent closure (due to COVID-19 or otherwise)
- On-site parking empty

**Category 4 – Vacant Building:** Building contains no commercial tenant/operator and is vacated as evidenced by one or many of the following:

- Building is demonstrably vacant and shows signs of neglect/abandonment (i.e., boarded up windows, collapsed roof, fire damage, etc.)
- No business identification signage whatsoever

**Category 5 – Vacant Land:** Parcel is a grass lot, no structures

**Category P – Parking/Pavement:** Parcel is a gravel or paved lot, may or may not have striping

**Category Q – Indeterminable:** In-person site visit and research did not provide enough information to determine the status of the parcel

**Updated June inventory**

The June inventory catalogued the operational status of businesses and provided more updated business categories on the corridor. In total, 52.67% of properties in the study area are occupied by active businesses. The remaining 47.33% of properties in the study area have inactive businesses. A category analysis revealed that 28%, or 42 businesses, were classified as "Category 1 – Open" by the time of the June inventory. Only 7% were temporarily closed, 22% permanently closed, 21% vacant building, 1% vacant lot, 16%

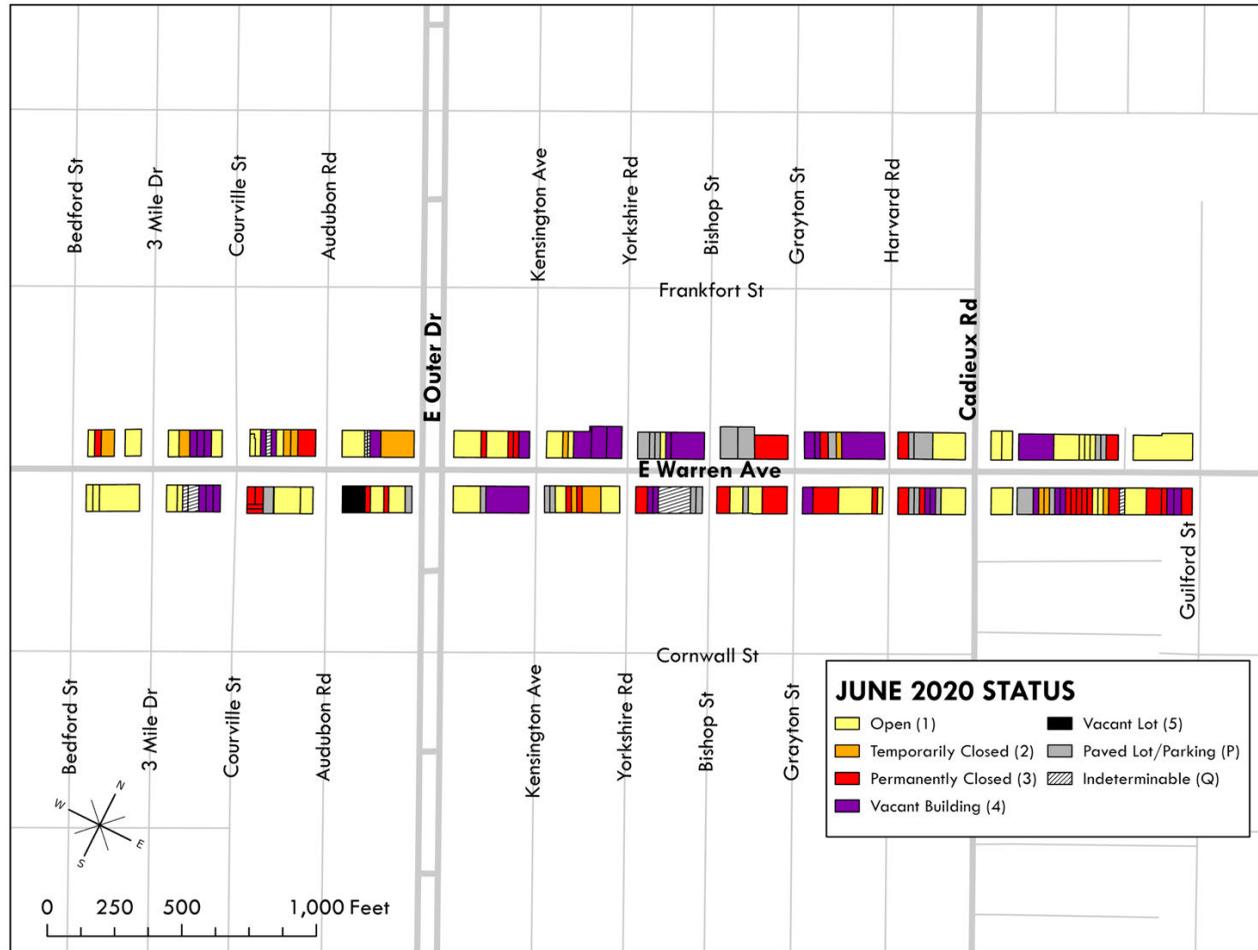


Figure 11. Business status, June 2020

parking or pavement, and 5% were undetermined. Between the May and June inventories there was a 27.3% increase in the number of businesses categorized as "Open." The major change was nine temporarily closed businesses shifting to fully operational status in June which can be seen in Figure 11.

Of the 52.67% of active properties, the inventories also revealed a varied mix of business types along the East Warren corridor. Retail and service-oriented businesses represent the largest share with 12% of the total business. Food service establishments account for 10% of properties on the corridor, followed by parking, 7%, hair services, 5.3%, and automotive or mechanic services, 4%. Figure 12 depicts these categories in map form.

### Findings

In 2017, the Restorin' E. Warren report for the University of Detroit Mercy Master of Community Development Program looked at properties on Warren Avenue between Bedford and Guilford and found a 36.5% occupancy rate. In June 2020, we assessed that same area. When we ignored surface lots and just looked at the addresses of buildings, we found an occupancy rate of 34%. However, we also determined that 9% of businesses were temporarily closed, totaling a 43% occupancy rate, which suggests the corridor has grown recently, but also shows how critical it is that these temporarily closed businesses are able to reopen.

In doing the business inventory, we were also able to determine retail/service, food service, personal care, and automotive services were the most common business types on the corridor. These business categories were important to keep in mind as we determined the most relevant intervention strategies and recommendations for businesses in the study area.

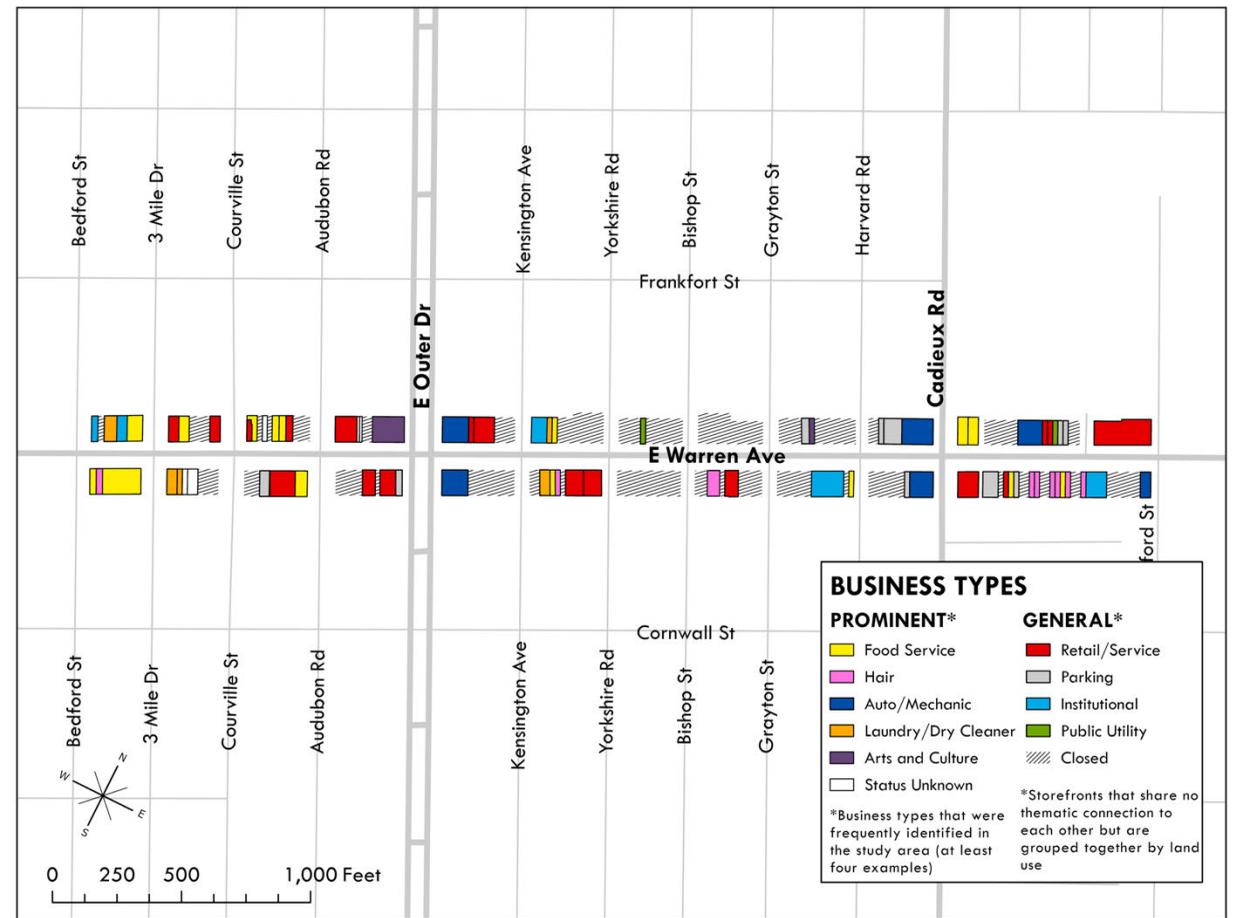


Figure 12. East Warren Business Types

## RETAIL DEMAND STUDY

An analysis of building footprints and our business inventory survey found that approximately 323,800 square feet of ground floor commercial space exists on the corridor. At the time of our June business inventory survey, approximately 175,000 square feet was occupied, including businesses that were temporarily closed due to COVID-19. Roughly 130,800 square feet was vacant, and the status of roughly 18,000 square feet was unable to be determined. We estimate the vacancy rate to be approximately 40.4% along the corridor in the study area.

TABLE 1: RETAIL DEMAND SCENARIOS	Demand for Retail (SF) in 2030
No interventions	171,041
All actions taken	214,284
Total ground floor commercial space	323,800
Expected vacancy without interventions	152,759 (47.2%)
Expected vacancy with all actions taken	109,516 (33.8%)

Using 2017 demographic data from the U.S. Census Bureau and assumptions derived from the Detroit Economic Growth Corporation (DEGC) Neighborhood Retail Opportunity Study from 2018, we estimate that there is demand for approximately 196,300 square feet of retail space. This means the corridor can support another 21,300 square feet of retail today. As noted by DEGC, this is due to the high demand for neighborhood goods and services, such as groceries and pharmacies. The demand for neighborhood goods and services outweighs the relative overabundance of most other types of commercial businesses, but it still leaves East Warren 127,500 square feet short of what is needed for 100% business occupancy.

Filling this vacant space with retail will be a challenge, particularly because SEMCOG forecasts the population to decrease by nearly 5,000 by 2030. Due primarily to population loss in the next ten years, we estimate that demand for retail space will decrease by about 25,300 square feet to 171,000 square feet without intervention. Interventions including training existing businesses to adapt to the new economy, increasing household incomes, convincing people to move to the neighborhood, lowering utility costs for businesses, encouraging residents to shop locally, and attracting visitors can contribute to improving occupancy. Tables 1 and 2 show some example interventions and our estimates for how much occupied retail space would be added as a result. Our methodology is included in Appendix B.

TABLE 2: SAMPLE INTERVENTIONS	Additional retail-occupied space in 2030	
	Change in square feet	Change in %
Attracting 50 daily visitors, each spending \$25, from outside the neighborhood	1,503	0.9%
Adding 500 new households above what is projected	5,736	3.4%
Lowering utility costs for businesses by 25%	2,349	1.3%
Convincing households to spend \$500 locally instead of in the suburbs	14,072	8.2%
Increasing median household incomes by \$5,000	18,860	11.0%
<b>All actions together</b>	<b>43,243</b>	<b>25.3%</b>

However, even these actions taken together will likely not be enough to achieve 100% business occupancy, as depicted in Figure 11, which are graphical representations of the difference in business occupancy levels in 2030 with and without the example interventions. This report proposes a variety of actions that can be undertaken to improve vacancy along East Warren. While attracting retail that is tailored to the community should be a priority, our analysis shows that full occupancy will require changes in uses, such as conversions to live-work units, art studios, or artisanal manufacturing.



Figure 13. Retail demand scenarios

## BUSINESS SURVEY

As a supplementary form of information gathering, a business survey was conducted to gauge the perceived confidence of business owners along the corridor, determine the types of resources they need, and understand how the COVID-19 conditions may have affected typical business operations. All the active businesses with available contact information were included in the survey outreach which was a total of 56 potential participants. In total, 15 business owners or representatives from the East Warren corridor completed the survey which is a response rate of 26.7%. The survey included 25 multiple-choice questions and one open-ended opportunity for general feedback. Surveys were conducted over the phone in a guided survey method in order to introduce the project to business owners more colloquially and allow for more conversational collection of data.

A complete set of response data can be found in Appendix C.

Survey participants were first asked to self-identify the operational status of their business and the type of business they operated. These initial questions were used to verify results from the business inventory. Respondents were most commonly owners of food service restaurants and other retail establishments. Importantly, 26% of respondents stated that their business remained fully operational during the COVID-19 pandemic conditions. Of the total participating businesses, 20% stated they were open with reduced hours, 26% were temporarily closed, 6% had employees working remotely, and 6% indicated that they had permanently closed their business. More than half, 53%, of the respondents had to reduce the number of employees on payroll after the onset of COVID-19. All the other business respondents stated that their number of employees on payroll remained the same. The demographics questions revealed that 60% of businesses that responded have a Black owner and 26% have a female owner.

Survey respondents provided feedback on their business conditions and customer interaction as well. In total, 40% of participants stated that they do not sell products or services using an online format. In contrast, 26% of respondents are utilizing online sales. As for online tools and social media, 66% of respondents have a Facebook page for their

business and 46% operate a website for their business. Another 46% utilize an Instagram account for their business and only 6% of respondents stated that they have no form of social media. Business respondents provided feedback on existing payment options for their customers. In total, 86% of businesses can take cash payments however only 73% of businesses indicated they are capable of accepting credit or debit card payments. The survey also asked business owners to explain their financial relationship to the physical building they are operating their business out of. Responses to this question revealed that 33% of respondents own their building without mortgage payments, 6% own their building with a mortgage payment, 33% lease their building, and 26% chose not to answer. This data was used to inform recommendations regarding the financial resilience of the corridor.

Finally, the business survey sought to determine the types of resource that would best support the business owners along the East Warren corridor. Respondents were asked what resources they currently possess to ensure safe commerce during the COVID-19 pandemic and which resources they still need. 53% of the businesses that responded confirmed that they are utilizing designated pick-up areas and protective equipment during business operations. Another 46% have hand sanitizer dispensers available at their business for employee and customer use. Importantly, 60% of respondents stated that they need funds to pay for additional cleaning services at their business, 40% need sneeze guards and hand wipes, and 33% still need hand sanitizer dispensers and space for outdoor dining. When asked to consider training opportunities for their business to cope with COVID-19 conditions, 60% of respondents indicated that tools to help market products and services and leverage their social media accounts will be most beneficial to their business.

## Survey highlights

- **More businesses need to improve their online presence.** Businesses were interested in multiple types of training opportunities, including learning to take their brick-and-mortar stores online, learning financial literacy, and adapting their business plan for COVID-19.
- **Most respondents were not set up for e-commerce.** Opportunities to expand revenue exist, which can be especially important with shrinking customer bases due to the pandemic and a need to limit face-to-face interactions.
- **Delivery capabilities are limited.** Third-party delivery apps can be prohibitively expensive, and some businesses may find additional barriers to service areas like Grosse Pointe.
- **Outdoor dining areas are needed.** While indoor-dining is currently allowed in Michigan with restrictions, this is subject to change which is why offering outdoor dining (in addition to carry-out and delivery) is important for food service businesses during the pandemic. But most establishments in the study area do not appear to offer indoor dining options at all.

## Open-ended follow-up survey

While administering the 26-question survey above, we asked respondents if they would be interested in participating in a follow-up survey. Five businesses said “Yes” and were contacted in early May. Of the five, three decided to participate in the follow up survey. It consisted of nine open-ended questions that we asked in order to inform our recommendations.

We talked to Marlin Hughes, owner of the Detroit Pepper Company, a small, independent healthy carry-out restaurant that opened within the last year; Denise Moore, owner of ZAB Cultural Collective, a coworking space, art gallery and event space that opened within the last year; and Jeanie Hughes, owner of The J Spot, a neighborhood bar that she has owned for nine years.

When asked, all three participants said they would be interested in seeing pop-up shops and food trucks on the corridor. They also each said they would join a business association if one formed.

## Key questions and answers:

“What changes to the corridor do you think would bring more foot traffic and people?”

**Detroit Pepper Co:** A marketing campaign.

**ZAB:** Safety. Having tree-lined streets. Better parking. A lot of the businesses don’t have designated parking. I do not. Actually, when they put the bike lanes in they cut out the little bit of parking that I had. We use the lot next door. It doesn’t belong to me. I’ve tried to get a hold of the owner with no luck. People used to dump on that lot. There was a box truck on it that kids used to hang out in but then the teens burned it down. We finally got it removed from the lot. We’ve been cleaning up the lot lately so we can use it, even though we don’t own it.

**J Spot:** I think people are afraid. It used to be a bad neighborhood. More police would help. Also, right now people are afraid of the pandemic. I have regulars who I’m not sure if they’ll feel safe coming back.

“Would you be interested in the corridor being rebranded?”

**Detroit Pepper Co:** I don’t know if a gimmick would work. I’m a vintage guy, a throw-back guy. I think old is new. I like what things have always been called. I call this area the East Warren corridor.

**ZAB:** Yes. I’d be interested in that. Anything that represents what East Warren will become or is aiming to become, I’m on board with.

**J Spot:** Sure, I’m with the times.

## IN-DEPTH STAKEHOLDER INTERVIEWS

Graduate students from the Training & Business Attraction team and the Landscape & Design team in the MUP Capstone held virtual meetings to connect with the following community leaders across the East Warren community. Due to the limited capacity of residential outreach resulting from the current global pandemic, this information was used to gauge insight and representation from the surrounding community to help inform this report's final recommendations and take local residents' desires into consideration.

- Maureen Dritsan, East English Village Association
- Helen Broughton, The Friends of the Alger Theater, President
- Latisha Johnson Davis, MECCA Development Corporation, President

### Summary of Community Outreach Meetings:

The community leaders outlined above have collectively lived in East English Village for 15+ years and held active roles in the East English Village Association for a significant amount of time.

Today, Maureen Dritsan holds an active role in the East English Village Association specifically for the business corridor. Helen Broughton acts as President of The Friends of the Alger Theater which is characterized as the corridor's historic landmark. Latisha Johnson Davis acts as the President of MECCA Development Corporation specializing in workforce development, programming for youth and senior residents and residential development for East English Village, Morningside and Cornerstone.

When asked what vision the surrounding residents have for the business corridor long term, a consistent response provided was ensuring there is a balance between the wants of the residents and future developments that respect the history of the community and its architecture. Residents want to see diversity in their business corridor and envision storefronts opening that are affordable enough for local residents to patronize. An additional response provided during these meetings was the incorporation of more mixed-use development along the corridor to attract additional residents and foot traffic to the community. A mixture of housing styles, they hope, will attract new residents seeking housing different from the single-family bungalows currently dominating the neighborhoods around East Warren. It was also noted that the community desires several specific types of businesses including retail service, restaurants and neighborhood goods and services. However, it was emphasized that the community doesn't necessarily need more grocery stores. They just need improved quality of products from their current grocery stores to better serve the community.

There was a wealth of insight and institutional knowledge gained from the in-depth stakeholder interviews. Importantly, the information received from these conversations came from a small population of the community, and exclusively from residents of East English Village. The East Warren Development Corporation can create a fully inclusive plan for the corridor by expanding community outreach to residents of Morningside and Cornerstone.

## BUILT ENVIRONMENT SURVEY

The goal of the built environment survey was to assess the exterior condition of each parcel on East Warren, between Bedford and Guilford. This was divided into a building and sidewalk audit and a synoptic survey of two buildings. The sidewalks and building facades were graded based on an established code description from the University of Wisconsin Capital Planning and Budget’s [Building Condition Ratings](#) and can be seen in Table 3. Appendix F features detailed grades and notes for each parcel.

Table 3: Building Façade Rating Code Description

Code	Rating	Rating description
A	Excellent	Façade presents sound and very well-maintained structure. Appropriate for operational use without additional modifications.
B	Good	Requires minimal restoration to exterior. Functional, but updates may be required to be acceptable.
C	Fair	Requires significant restoration. Unsuitable for regular operations with some redevelopment.
D	Poor/Replace	Beyond restoration and in need of redevelopment on over 50% of the building. Unsatisfactory conditions preventing specific functionality. Physical conditions would prohibit building operations.

### Building analysis

The built environment survey was completed by a four-person team in the designated study area listed above. Using a grading system, the sidewalk audit provides a physical rating of the sidewalk attributes and related assets in order to determine course of action needed for that parcel to hold tenancy. The subject area was divided into four subareas and evenly divided among each individual on the team. Each person was tasked with evaluating each assigned parcel using the predetermined grading system.

### Sidewalk analysis

The sidewalks are relatively wide in some places, however large planters that line the curb between 3 Mile Drive and Outer Drive create a buffer of 6 feet from the commercial

buildings. This significantly reduces passable pedestrian space on the sidewalk. In some locations, only 6.3 feet of clearance exists between facades and edges of planters.

The condition of sidewalks is generally poor and aging throughout study area, however some of the curb cuts appear to have been recently replaced. There are buffered bike lanes and parking lanes along East Warren to enhance walkability and pedestrian and cyclist safety. The current condition of the sidewalk consistently rated at a “C” or below based upon the code descriptions. The “C” rated sidewalks along the study area require significant restoration and are unsuitable for safe pedestrian travel and out of compliance.

Older structures are built up to the sidewalk with no setbacks. The few standing structures dotted throughout the study area that were built in the 1970s and 1980s tend to be set back and include off-street parking. Most structures are one- and two-story commercial structures, with some having architecturally significant brick facades. Building conditions range from well-maintained and operational to abandoned and boarded.

Overall, the 166 graded facades resulted in the following:

- 28.4% (n=33) graded “A”
- 28.4% (n=33) graded “B”
- 26.7% (n=31) graded “C”
- 15.5% (n=16) graded “D”



Figure 14. Typical sidewalk conditions on corridor

## Synoptic survey

Our built environment data collection also included two synoptic surveys which are available in full in Appendix C. A synoptic survey aims to create a generalized concept of the study area by analyzing detailed elements. The surveys identified an exemplary building for the east side and west side of East Warren. The buildings exemplified standard building features, specific uses, and measurements of building setbacks typical on the corridor. This data helps reveal the most effective strategies for effective response to the COVID-19 pandemic and business development into the future.

Each synoptic survey had nine sections examining the building uses, building height, building placement, residential lots, parking locations, lot sizes, building frontage and coverage, street elements, and street section. Data for these categories was collected by in-person visits.

The survey conducted on the eastern end of East Warren established a baseline of features and identified 16451 East Warren Avenue as the exemplary building. The survey indicates buildings are located directly on the property line. The streetscape on the east portion of East Warren is defined by a two-way street with bike lanes and parking accommodations.



Figure 15. Donovan Veterinary Hospital exemplifies typical buildings on East Warren

The exemplary building for the west side is located on 17191 East Warren Ave. The second survey conducted shows the key differences between the east and west side of the study area. There is a lack of street parking on the west side, but parking is available behind and on the side of businesses. The east side's primary parking options are on-street. The east side has larger sidewalk widths allowing for better pedestrian travel, space for outdoor dining, and more functionality for businesses. The east side has large six-foot planters that make it somewhat challenging to navigate. The west side has smaller sidewalks with grass buffers lined by trees. The different sidewalk features for the two areas of East Warren Avenue are considered when formulating recommendations for the corridor. The surveys also indicated that the east side's building frontage is placed directly on the property line whereas the west categorized by larger setbacks.

Lot sizes along East Warren Avenue have a maximum width of 123' and the minimum width of 20'. The maximum depth is 100' and the minimum depth is 96 feet. The wide range of lot sizes indicates that the area has potential for various types of new businesses and redevelopment.

## ASSETS AND CHALLENGES

Despite facing systematic disinvestment and several recessions, East Warren has remained resilient. It will be important to build on existing assets by exploiting opportunities, while also mitigating threats and managing challenges both in the long-term and in the immediate response to the COVID-19 pandemic.

### *An active community*

What often makes a community and business corridor robust is the residents who live there. The East Warren business corridor runs through three neighborhoods that have a vested interest in seeing the business corridor flourish as it once did.<sup>9</sup> This has been a common theme in regular meetings facilitated by the EWDC in collaboration with the City of Detroit. In addition, the East English Village Neighborhood Association holds monthly meetings to address neighborhood concerns and regularly sees 125-150 residents in attendance. This is a neighborhood with an active community.

Some of the small business owners along the corridor are residents of the community themselves, creating strong ties to the neighborhood. Many businesses along the corridor have been in operation for several years, suggesting the corridor has shown resiliency despite hard times.

### *Locational advantage*

East Warren offers proximity to the Grosse Pointes to the east, Downtown Detroit to the west and nearby highways and freeways connecting Detroit's suburbs to the city center like M-10, I-75, I-94, and I-96. This locational advantage can provide an opportunity to build a broader customer base for existing businesses and be a strong point of attraction for businesses interested in moving into the corridor in the future. Nearby freeway access makes it easier for regional consumers to visit the corridor. Enabling safe entry and clear signage to the corridor could be vital in attracting a large consumer base.

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<sup>9</sup> <https://www.eastenglishvillage.org/about-eev/>

### *The Alger Theater's potential as an anchor*

Commercial corridors and districts have historically found success with using anchor stores or institutions to bring in business and develop a sense of place. At the corner of East Warren and Outer Drive, a potential local anchor is the Alger Theater which has been a part of the community since 1935. The Alger Theater is a prominent and historic landmark in the community and is used regularly to share community announcements like block club meetings and graduations on its marquee.

The Alger Theater is so significant to the community that The Friends of the Alger Theater was created to restore the theater and the organization intends to offer the theater as a gathering space for residents. While The Friends of the Alger Theater have worked to secure restoration funding, board members of the theater have continued to host events for the community, like "Film on the Hill" where the theater hosts monthly movies on the hill behind the theater in the summer time, a children's art show, craft shows, DJs on the outdoor patio, etc.<sup>10</sup>

When it reopens, the Alger Theater also has the potential to attract consumers to the corridor who may not visit otherwise. Future events held by the theatre have the potential to be catalysts for spillover business activity as well. For example, if a consumer visits the corridor to see a movie at the Alger Theatre, they may also stop at a local restaurant for dinner or get a cup of coffee afterwards.

### *Small business challenges in Detroit*

One of the main challenges that business owners face is gaining access to investment capital and funding for the continued growth of their businesses. This challenge has not only continued, but has been exacerbated by COVID-19. Several business owners along the corridor have expressed a need for relief funds, but are struggling to access them or even start the application process.

<sup>10</sup> [https://www.algertheater.org/about\\_us](https://www.algertheater.org/about_us)

Small business marketing strategies currently lack capacity to reach consumers outside of the city limits and throughout the region. In a study commissioned by the DEGC in 2018, it was found that approximately \$2.6 billion a year of Detroiters spending was spent outside of the city limits.<sup>11</sup> The ability to retain the corridor's businesses in the short term is just as important as setting business owners up for success to expand in the long term. Equipping small business owners along the East Warren corridor with additional knowledge around marketing their products and services to residents on a larger scale has the potential to have an enormously positive impact on their customer base and annual revenue. This can also expand the corridor's market and consumer base and lead to an increase in employment opportunities.

It is also difficult for Detroit small businesses how to adapt their business model, grow their organization and invest in the future of their products and/or services given that their business is part of the informal economy or completely cash based. This creates a barrier to adaptation and growth in several ways. First, it provides several additional steps when attempting to transition their cash-based sales to online transactions.

For example, in order to process transactions online, a business owner requires either a website or a mobile application, a transaction processing partner (i.e. PayPal), a business checking account to deposit the money into, a financially secured protection software to ensure their customers private information is protected and a shipping/logistics partner to deliver the goods, if applicable. These steps cost money that small businesses owners typically don't have if they're in search of a loan or grant and oftentimes take away large amounts from their monthly revenue.

When business owners need to apply for financial assistance through loan or grant programs or are interested in expanding their business through investment capital, they're often unable to do so as a cash-based business. Banks are typically wary of lending money to small businesses that have poor credit histories and oftentimes won't even consider

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<sup>11</sup> <http://www.degc.org/small-business/neighborhood-retail-study/>

lending capital to cash-based businesses that have a lack of professional credit and/or collateral, especially during uncertain economic times.<sup>12</sup> Additionally, most financial institutions require at least three years of tax returns to support their grant or loan consideration. However, many cash-based businesses may not report all income earned to the IRS which ultimately results in their decreased lending power.

### **COVID-19 uncertainties**

The East Warren business corridor is now faced with an entirely new set of challenges in the wake of the global pandemic. As a result of COVID-19 and the state of Michigan executive order demanding the temporary closure of non-essential businesses, the community and the corridor specifically were disrupted in an unprecedented way, causing many temporary and even some permanent closures.

The pandemic poses continuous challenges to businesses owners along the corridor. Business owners are facing drastic changes in consumer behavior as a result of CDC recommendations and state requirements regarding social distancing procedures. This specifically affects service industry storefronts in which close customer and employee interaction is integral to the success of the business, including restaurants, retail services, hair and auto mechanic shops which combined make up roughly 30% of the corridor.

Changes the aforementioned businesses can expect include less disposable spending from their customer base due to temporary job loss, an increase in personal financial saving, and the avoidance of patronizing any retail, restaurant or service-based businesses in person to practice the CDC's social distancing guidelines of staying 6 feet apart. Businesses may only offer a limited number of products or services to adhere to social distancing guidelines. Some of the businesses along the corridor may operate at 50% capacity or less depending on the size of their storefront and if they have access and/or ownership of outdoor space. It is essential for businesses owners to consider how they can adapt their current business model and services and/or products offered in order to sustain their business in the short and long term.

<sup>12</sup> <https://www.bizjournals.com/bizjournals/how-to/funding/2014/11/top-10-reasons-banks-wont-loan-to-your-business.html>

# RECOMMENDATIONS



## GOALS AND RECOMMENDATIONS

Based on the studies, meetings, interviews, and research completed, we developed four goals:

1. **Provide training opportunities for East Warren businesses**
2. **Establish a resilient framework for attracting and retaining businesses**
3. **Implement landscape and physical design changes to create a vibrant corridor**
4. **Support all forms of mobility to make East Warren a thriving commercial district**

Each goal is further broken down into objectives and finally action steps. EWDC should work with community members and businesses to select the strategies which make the most

sense to them. While these goals are framed within a post-COVID-19 reality and are a direct reaction to these times, the great majority of these objectives can have a significant long-term impact beyond recovery. They provide a framework for adapting to a "new normal" and represent a forward-thinking outlook for the corridor. These goals and objectives are broken down to make them easier to understand and implement, but they do not necessarily stand alone. These should be implemented in concert with each other for maximum effectiveness.

## GOAL 1: PROVIDE TRAINING OPPORTUNITIES FOR EAST WARREN BUSINESSES

Our survey's and intensive interviews indicated that businesses would greatly benefit from additional training and support in taking their business online, leveraging social media to assist with their marketing efforts, and education on financial literacy.

Businesses are struggling to keep pace with the ever-evolving regulations and safety measures being issued by local and federal agencies. Being able to provide access to the latest information on such important guidelines for public health and safety is paramount. In addition to ensuring that business owners stay abreast of the newest guidelines, it is also recommended that the EWDC either partner with or develop training seminars to assist business proprietors with transitioning to e-commerce, marketing using social media, and leveraging more traditional media platforms.

In the long term, the EWDC should consider developing a financial literacy program or partner with organizations or community development corporations (CDCs) that have existing seminars. Finance is a complex world in which few have formal training; being able to reduce and eliminate barriers to successful bookkeeping/financial management can be key to a business's longevity and profitability.

A full list of training resource partners is included in Appendix A.

### **1.1: Transition to e-commerce**

Businesses have had to rapidly adapt to the new practices required while in a state of emergency and to anticipate what the future will hold. Accurately predicting what the "new normal" will be post-COVID-19 is nearly impossible. Cash-based businesses can relatively easily add e-commerce to their business models. E-commerce will allow merchants to move to more contactless transactions with customers while also potentially expanding their customer base by offering the sale of products online.

This transition can be an intimidating, so the EWDC can facilitate training to interested businesses owners along the corridor. Training should focus on the following topics: website creation, online payments, and online banking. Free templates for basic sites are available

online. Sites like Wix.com and Google provide website builders which are designed to assist users who are unfamiliar with HTML. Some businesses may be credit-challenged, and these individuals might be interested in educational classes or business services provided by economic development programs such as Prosper US Detroit (headed by Southwest Economic Solutions).

One potential partnership worth exploring is with community banks which can open controlled accounts for credit-challenged businesses. Community banks to consider would be First Independence Bank or Flagstar Bank.

Not every business will wish to transition to e-commerce. Being able to operate as cash only allows owners to reduce overhead by not having to buy or lease the equipment to process credit card purchases as well as not having to pay the credit card processing fees. Cash-only businesses are not able to avoid the holding fees that credit card companies mandate. Business owners may be swayed to implement e-commerce solutions in order to reduce contact, manage the coin shortage due to the pandemic, and to add new customers.

Action steps:

- Train businesses to create websites
- Identify an online payment partner (i.e., PayPal, SquareSpace, GetPaid)
- Ensure that businesses have a checking account where direct deposits can be made

### **1.2: Leverage social media to market products and services**

The nature of marketing and retail sales has changed rapidly in the last ten years. Shopping online has transformed to a preferred method of consumption. The COVID-19 pandemic has accelerated this trend to the point that business owners are no longer able to market traditionally without loss of sales volume. Not every business owner will be familiar with the technical innovations that have been embraced globally.

EWDC should provide training to businesses that request assistance with managing social media platforms and creating an online brand. It can also partner with CDCs that already have existing programs.

Social media marketing is a complex, emerging field that experts will be able to teach effectively to others. For that reason, it may be beneficial for EWDC to seek interns from Wayne State University's Marketing MBA program to assist with development. It is advisable to record presentations or seminars that businesses can sign up for and access remotely in order to reduce the amount of in-person contact.

Action steps:

- Provide training in social media account creation (i.e., Facebook, Instagram)
- Provide training in building authentic relationships with customers virtually
- Provide training in communicating, marketing, and selling products through social media platforms
- Provide training in creating a social media brand including basic photography, implementing color schemes, creating a logo if there is not one already available

### **1.3: Leverage traditional platforms to market goods and services**

The ability to cultivate a core, local customer base is a key to business success. Social media is a growing area of communication, but many consumers still depend on traditional media sources such as community newsletters, newspapers, and radio. Businesses may need additional support in skills such as writing press releases and editorials, providing interviews, and even placing advertisements. Media need not be expensive to be effective. It may be possible to partner with the East English Village newsletter to create a monthly column where a different business is featured along the corridor.

Press releases are an effective means of informing news media outlets of anniversaries, mergers, etc. This can result in much needed "free" advertisement for businesses. As a result of the pandemic, a popular trend has emerged as small business owners reach out to the community for assistance.

Action steps:

- Provide training in advertising in local newsletters and newspapers
- Provide training in writing editorials and press releases
- Provide training in being interviewed by the media

### **1.4: Adapt business models for current economic conditions**

COVID-19 has produced an ever-changing economic environment, leaving many business owners confused on best practices to manage COVID-19 and state reopening policies. EWDC should serve as a conduit for this information and provide clarity to businesses.

Action steps:

- Create guide to move businesses to "no contact" or "minimal contact" based on CDC guidelines
- Provide documentation of state-based regulations for businesses to safely reopen
- Provide a list of resources to low-cost Personal Protection Equipment (PPE) needed to operate safely
- Create pamphlets, a website, or app that provides examples for businesses to become "no contact"
- Collect emails to send out blasts updating businesses on COVID-19 news, including state of emergency extensions, re-openings, closures, PPE requirements, maximum occupancy changes, etc.

### **1.5: Increase financial literacy for business owners**

Finance is a complex world that is not always transparent with its methods. The lending process, particularly commercial lending, has a lot of flexibility built into the approval process in favor of the loan officer when compared to the heavily regulated world of residential lending. Commercial loan officers can grant or deny an application without following a strict set of guidelines regarding credit scores, equity, and the debt-to-income ratio. Not only are they able to make decisions more independently, they are not always required to walk the applicant through why they were declined or approved.

This opaque operating model has led to countless decisions that have harmed customers greatly. This history of murky lending practices illustrates the lack of education available to

borrowers. Seeing the need for a better understanding of fiscal matters has resulted in the creation of seminars hosted by local CDCs focused on training individuals on credit scores, the loan process, and how to rehabilitate challenged credit. These seminars have found great success and are increasing in popularity.

We recommend that the EWDC partner with a CDC, such as Vanguard, with existing financial literacy training seminars specifically focusing on commercial lending. These partnerships could refer businesses to Vanguard's program or allow for the formation of mentorships that provide instruction on how to create a successful training program. Financial institutions typically sponsor such courses in exchange for the right to host these classes.

The seminar organizer does not need to have a deep knowledge of lending to establish a framework for the classes and allow commercial lenders to lead the course. The sponsorship would both cover the cost of the program and generate additional funds.

Appendix A offers a full list of training resource partners.

Action steps:

- Partner with CDCs which offer financial literacy trainings and host seminars
- Partner with credit-rehab-focused CDCs (such as U-Snap-Bac) to refer businesses to when their scores are challenged
- Create an online resource database listing available grants and low interest rate loans for businesses in the corridor
- Host webinars to reduce the risk of exposure during the COVID-19 pandemic

## GOAL 2: ESTABLISH FRAMEWORK FOR ATTRACTING AND RETAINING BUSINESSES

Business attraction and retention for East Warren should respond to short-term challenges and changes due to COVID-19, while also sketching out options for retail development after physical distancing measures have ended.

It is unclear when and how COVID-19 social distancing measures will end. Optimistically, health experts believe a vaccine may be ready by early 2021. However, the timeline for when everyone can receive a vaccine is yet to be determined. Social distancing measures may be in place for several years, and even once a vaccine is distributed, there may be residual effects on retail, as the social distancing measures could permanently change consumer behavior.

The East Warren corridor benefits from some long-standing businesses and strong nearby community associations. Additionally, it is near the Grosse Pointes, providing consumer spending power.

Historical data from the U.S. Census shows that retail spending has increased annually each year, tracking with inflation;<sup>13</sup> in fact, e-commerce sales only account for 11% of total consumer spending.<sup>14</sup> This means there has been no decrease in brick-and-mortar commerce, despite the proliferation of e-commerce and online shopping. Two types of retail businesses continue to be patronized by consumers: neighborhood goods and services (salons, grocery stores, pharmacies, food establishments) and experiential retail: the type of retail stores that are as much about the experience of visiting them as they are purchasing goods.

### **2.1. Align corridor businesses with market demands and COVID-19 consumer shifts**

According to the DEGC's 2018 study, the corridor's greatest demand lies in neighborhood goods and services, particularly groceries and pharmacies.<sup>15</sup> EWDC's primary objective should be increasing the number of square footage dedicated to neighborhood goods and services, while assisting shops that currently provide those services as necessary. It would be beneficial to reach out to Public Foods in order to discuss potentially expanding or updating their available merchandise. Research suggests economic development is more successful when neighborhoods invest in existing businesses first before looking to attract new ones.<sup>16</sup>

COVID-19 has completely shifted the restaurant industry. Until a vaccine is available, restaurants will continue to have reduced seating and will be hindered by the need for customers and employees to wear masks. This could permanently change the eating habits of consumers, with more opting for cooking at home, take out, or delivery instead of dining in. Similarly, COVID-19 has accelerated the continued shift to e-commerce. In-person shopping has dwindled due to social distancing and stay-at-home orders, and like restaurants, this change in consumer behavior may continue even after a COVID-19 vaccine is provided. However, nearly 90% of consumer spending still happens offline.

Action steps:

- Engage with the DEGC on business attraction
- Discuss expansion or investment options with Nottingham Pharmacy and Public Foods
- Develop appointment options for walk-in retail and pivot restaurants in response to COVID-19

<sup>13</sup> [https://www.census.gov/retail/mrts/historic\\_releases.htm](https://www.census.gov/retail/mrts/historic_releases.htm)

<sup>14</sup> [https://ycharts.com/indicators/us\\_ecommerce\\_sales\\_as\\_percent\\_retail\\_sales](https://ycharts.com/indicators/us_ecommerce_sales_as_percent_retail_sales)

<sup>15</sup> [https://www.degc.org/wp-content/uploads/180122\\_-Detroit-Final-Report-1.pdf](https://www.degc.org/wp-content/uploads/180122_-Detroit-Final-Report-1.pdf)

<sup>16</sup> <https://us.sagepub.com/en-us/nam/planning-local-economic-development/book244769>

## 2.2. Create an outdoor "town hall"

Interviews with local community advocates have illuminated the disconnect between residents of the three neighborhoods surrounding the East Warren corridor, and particularly in Morningside and Cornerstone. Without community buy-in, emerging businesses will not be able to enjoy the support of the neighborhoods financial support. Although the EWDC does benefit from active resident participation, it is recommended that in order to create an environment that is hospitable to business development, East Warren commits to long-term re-engagement.

With the emergence of COVID-19 community cohesion is more stranded. There are limited locations where people can safely or legally gather. The creation of an outdoor covered "town hall" would serve as a community meeting location, helping to reduce the demand on digital resources for interacting. In addition to hosting community meetings, it could host pop-ups, food truck rallies, farmers markets, community art shows, church services, and Alcoholic Anonymous meetings. When not in use for programming, it could be used as an outdoor dining location for restaurants. This town hall could also pair with other community resources listed separately in this document such as a multimodal charging station or bike repair station.

The community town hall could also showcase "green" building methods by using reclaimed building supplies, solar panels, and green stormwater management and could offer.

Building a structure of this size would be costly and take time. A short-term solution would be creating and maintaining an outdoor community board to keep residents informed while still maintaining best COVID-19 practices.

EWDC should consider hosting events for residents that are focused on creating a sense of community through fun rather than exclusively planning meetings. Activists have communicated exhaustion and apathy from residents who no longer wish to expend the energy to provide input that has historically been ignored. In order to recapture the strong social fabric that the East Warren corridor once achieved, the EWDC can host movie nights, activities for children, and other outdoor events to help neighbors reintroduce themselves

to one another. Rather than asking for residents to expend time and energy attending meetings that are frequently frustrating and confusing, it may be a wise choice to engage the community in an alternative way. Planning-related questions can be strategically asked throughout event, but we recommend the EWDC focus on a long-term plan to reignite the passion for living in these neighborhoods first.

Action steps:

- Build outdoor "town hall" to host programing and connect community
- Create and maintain outdoor community information board
- Host outdoor events which celebrate the community while keeping community members safe

## 2.3. Host "pop-up" events

Pop-ups have become increasingly popular methods for retailers to test the waters. The risk associated with these pop-ups are much less than traditional brick-and-mortar stores, and which may not be the right fit for all retailers. Some retailers may be highly seasonal and only need a short-term location. Others may be new retailers, or existing retailers which are exploring if retail is right for them or if the East Warren corridor is a good fit. Pop-up retail also adds to the vibrancy of the community helping to encourage patrons to return to see what is new.

Action steps:

- Connect building owners to short-term tenants
- Host events such as a holiday market or night market

## 2.4. Increase corridor density through mixed use development

One of the main challenges for EWDC to combat is the decrease in population and reduced demand for retail on the corridor. From 2010 to 2017, the population around East Warren declined 14%. The corridor is unlikely to see population return to the density of the early 20th century when the corridor was developed. With that in mind, there may never be demand for each parcel and building on East Warren to be commercial retail.

Mixed-use development could be a way to fill vacant buildings and attract new residents to the neighborhood. The surrounding neighborhoods are primarily single-family housing, mixed-use spaces along East Warren could help provide new housing options in the neighborhood. 16535 East Warren is a good candidate for mixed-use development, as it a former post office with the potential for residential conversion. The building has been vacant for decades, but the developer is rehabbing the building for street-level retail and four units of housing on the second floor, two of them affordable. EWDC may wish to look at POST on the east side; it too is a former post office and contains live-work spaces, artist's studio spaces, retail, and hosts classes and pop-ups.

Action steps:

- Develop mixed-use space along East Warren
- Assist property owners in renovating vacant upstairs spaces into apartments and offices where feasible in order to provide revenue to maintain troubled properties and put more eyes on the street
- Divide buildings into condominium units to sell to owner-occupants who can renovate the units and provide equity for needed common repairs in the property
- Remodel empty retail spaces as live-work units or other non-retail uses, such as micro-manufacturing businesses, art galleries, and offices, while retail demand is low
- Encourage flexible development features, such as moveable walls or scalable utilities, so that spaces can be easily converted based on market demand
- Establish lines of communication with 16535 East Warren property owner

### **2.5. Develop brand for East Warren corridor**

The East Warren corridor, like many areas in Detroit, lacks a strong identity. If the experience of other communities is a lesson, those communities without identities will have identities created for them by developers and real estate agents. EWDC should work with businesses and community members to develop a strong and authentic brand.

Recommending an actual brand without much more community engagement and deliberate processes would be foolish. Two ideas that did emerge while reaching out to community members were the development of a district which was focused on nurturing Black-led businesses and an art focused corridor. While both ideas are appealing, it is

important to remember the way in which artists have been used as the vanguard of gentrification and displacement in many other communities. This is not to say that artists must play this role, these words merely come as a precautionary note to be careful at the redevelopment stage.

With a brand in place, it is wise to hire experts in marketing to promote the brand effectively. Marketing is a highly developed and specialized field and demands expert assistance.

The creation of a business owners association would be an excellent first step in the development of a brand and to develop support in marketing the corridor.

Action steps:

- Convene and organize East Warren Business Association
- Develop corridor branding
- Hire marketing company to promote East Warren Corridor brand and identity

## **THE EAST WARREN BLACK BUSINESS DISTRICT**

**The purpose of branding the East Warren business corridor is to market and promote a positive image of the corridor to key targets outside of the neighborhood, ultimately, attracting the right kind of investment and occupancy for the neighborhood.**

The decision to create a branding campaign for the neighborhood is an important one that could have long ramifications. A successful branding campaign projects an identity to those unfamiliar with a neighborhood, attracting investors, consumers, and new residents who are in some way interested in the corridor's brand. At the same time, the brand must emerge from the goals of current stakeholders, or else risk displacement and an influx of people and money that do not align with the goals of the neighborhood as it is today.

With this in mind, we suggest building a branding campaign around existing Black-owned businesses and attempting to attract investors, consumers, and new businesses who align with this vision: The East Warren Black Business District (EWBBD).

### **ART CAN PLAY A CRITICAL ROLE IN COMMUNITY OWNERSHIP.**

The field of economic development commonly uses art as a development catalyst. Many successful examples exist in Detroit, including Eastern Market's Murals in the Market and Dlectricity. However, art can also be used as a decoy for future gentrification, where neighborhoods branded as "artsy" or "edgy" experience an influx of new residents and the eventual displacement of many legacy residents.

We want art to serve as a catalyst for community ownership within the EWBBB, which is why we suggest that residents and Black-owned businesses partner and lead the art installation processes. Businesses could have local children help paint murals on every available facade. Businesses could pool resources to install locally made sculptures for public spaces in the district. Roads could be painted to help calm traffic and to add a festive appearance to the district. Stringed lights could be installed in alleyways and streets.

Programming could also include local talent, showcasing entertainers that neighbor the district. An EWBBB SOUP competition could take place, helping to provide funding to start-ups in the neighborhood.

### **NOW IS THE TIME FOR A BLACK BUSINESS DISTRICT.**

It may seem too obvious to focus branding efforts on Black-owned businesses, given that the vast majority of Detroit residents are Black, and there are many Black-owned businesses across the city. The Livernois Avenue of Fashion district is often locally recognized for its Black-owned businesses, but we believe a commercial district in the city could benefit from an opportunity to more actively promote their Black ownership.

In the era of a strong Black Lives Matter movement, many residents in both Detroit and surrounding suburbs are looking for ways to support Black businesses. Websites such as visitdetroit.com, detourdetroit.com, blacdetroit.com and others provide lists of Black businesses that visitors and locals alike can patronize. By positioning East Warren as the focal point of Black neighborhood businesses within the city, the corridor can capitalize on the strong businesses already existing in the neighborhood by marketing them to consumers interested in supporting and exploring Black businesses in Detroit.

Long term, a focus on Black businesses will help attract positive investment opportunities that are in line with the current values and demographics of the neighborhood.

**We believe that if East Warren does decide to brand the district, they should do so in a way that proudly explains who they are currently, working to build equity in a resilient but underfunded corridor that is primarily composed of Black businesses.**

### **2.6. Create a small business incubator**

There are a huge number of capabilities a successful business needs beyond just a great idea. Customer service, marketing, and accounting may be some of the most obvious, but there are many others such as human resources which may be less obvious. Small business incubators help support small businesses as they expand. Incubator staff can help support new businesses by providing training and mentorship, connecting them to existing businesses, helping with marketing, or identifying funding opportunities. Business incubators often have shared common spaces with resources that can also be shared (e.g., a copier, office supplies, conference rooms, etc.). They may also have shared back-office support through shared accountants and human resources staff.

Action steps:

- Create co-working space for developing businesses
- Partner with business development nonprofit to support incubator programing
- Identify opportunities to develop a business incubator space

### **2.7. Reduce energy and utility costs for businesses**

Building energy costs can contribute a large portion of overall expenses for a site. Switching to energy-efficient appliances and lighting can reduce building utility costs thereby directly improving businesses' bottom lines. This can also improve air quality, which can reduce the likelihood of negative impacts from COVID-19 infection. It can also reduce the impact of the urban heat island effect, which can make Detroit up to ten degrees Fahrenheit warmer than surrounding areas and increase the need for air conditioning in businesses. These measures are pragmatic ways to make operating a business on the corridor more appealing for existing and new businesses.

Having a reliable source of energy, all day every day, is a critical need for businesses along the corridor. With increasing prevalence of intense storms and brownouts, having an energy source that does not rely on the traditional grid can allow businesses to continue operating even during and after disruptions to power. At scale, these initiatives could also save businesses money and help them budget more accurately as they will be less subject to fluctuations in fuel prices for electricity.

Action steps:

- Using high albedo (light reflecting) pavement material when remaking roads, sidewalks, and alleys
- Improving energy efficiency in buildings through low-cost updates, including upgrading to energy efficient coolers and lighting
- Create business collaborative to fund white roof and green roof/wall projects and work to increase their prevalence throughout the corridor

- Consider ways to increase energy independence by supporting and projects using alternative and renewable energy sources

### **2.8. Reduce renovation/rehab costs**

Many of the buildings along East Warren will require some renovation or rehab in order to become functional again for the purposes of the new business. Reducing costs associated with renovation for current businesses would improve the corridor as a whole and entice new development while also mitigating financial risk for new businesses.

Action steps:

- Donating viable pieces to Habitat ReStore or other places that use repurposed/reused building materials
- Reusing building materials from within the district and from the Habitat ReStore or other sources of rescued building materials
- Identify opportunities for use of Brownfield redevelopment funds

## GOAL 3: IMPLEMENT LANDSCAPE AND PHYSICAL DESIGN CHANGES TO CREATE A VIBRANT, ECONOMICALLY PROSPEROUS CORRIDOR

Like many corridors developed in the mid-20th century, East Warren has commercial vacancy. A gradual change in consumer preferences and neighborhood demographics, and now COVID-19, has created a landscape of empty storefronts with no demand to fill them. To make EWDC's "100% business occupancy" along the corridor a reality, the fundamental causes of this vacancy must be addressed.

Demographic changes have resulted in a smaller customer base compounded by diminished purchasing power of the customers who remain in the community. There is now competition from shopping options online and outside of the neighborhood that are perceived to be safer, more convenient, and more affordable. COVID-19 has altered the way business is conducted, and some of these changes may be permanent.

For the East Warren corridor to become a destination for residents and visitors alike, it needs to be safe and navigable. With the advent of COVID-19, new forms of safety will need to be addressed, and creative uses of existing spaces such as alley ways may be key to this safety, but traditional methods such as lighting improvement will also be key. One of the main objectives for increased vibrancy and safety is increased numbers of feet on the street. As more people engage with the space it attracts others. Mixed use development can do much to add to the number of people as well as eyes, however existing zoning limits how much of this type of development can happen in the district. While most of the focus of the report is on the East Warren corridor, we would be remiss to not connect the success of the corridor to the surrounding neighborhoods. Without neighborhood stabilization and increase in occupancy the corridor too will likely fail.

### ***3.1. Improve the look of the corridor so that residents, visitors, and entrepreneurs feel safer and more comfortable***

The high degree of vacancy and lack of pedestrians does not make East Warren a destination local. Until all storefronts can be occupied, alternative uses can be found to

make storefronts more welcoming. The area can be activated through use of art, and particularly art which people will want to photograph and share on social media. Long-term improvements to facades should also be a priority. Alleys are an underutilized resource which can provide alternative entry or pick-up options. Parking spaces should be reallocated for short-term parking for pick up and drop off, and underutilized parking areas can be converted to outdoor dining areas. A large amount of trash was observed as being a barrier for people to feel safe in the corridor, trash cans and clean ups should be organized.

Action steps:

- Add welcome sign to East Warren and Mack intersection
- Work with property owners to temporarily install “fake storefronts” in the windows of empty commercial spaces to act as advertisements for neighborhood businesses without a physical location
- Temporarily install “instagrammable” art exhibitions on building facades that draw pedestrians in to take pictures and share them on social media
- Create a new, privately funded matching grant program for façade improvements or support applications to existing façade improvement initiatives, such as the DEGC’s Motor City Re-Store
- Create a muralist matching program to connect professional artists with property owners who desire to deter vandalism and improve curb appeal with a quality mural
- Use alleys and rear doors to provide drive-thrus for restaurants or retail pickup
- Temporarily use rear doors as one-way exits to improve the flow of customers within the building
- Strategically identify and dedicate on-street parking spaces for pickup or delivery drivers in order to make new app-centric retail more convenient
- Transform public parking lots west of Outer Drive into temporary outdoor seating for restaurants. Based on demand for these parking spaces, the changes can be made permanent
- Assist businesses with applying for permits for outdoor seating and microfinancing the construction of outdoor café-style seating on the sidewalk in front of restaurants
- Install trash cans and clean up vacant lots and alleys
- Invest in green stormwater infrastructure (GSI) to reduce puddles and icy patches in the winter, increasing pedestrian safety
- Install GSI in lots and alleys behind buildings to divert stormwater from businesses and reduce noise pollution from businesses to neighboring homes

### ***3.2. Reimagine alleys, sidewalks, and parking areas, to enable businesses to expand their customer base***

When physical distancing is no longer needed, East Warren’s public spaces, including alleys, sidewalks, and parking areas, can be used to expand business options and attract visitors.

Art and placemaking can be used to draw residents and visitors in, and a comfortable atmosphere can make people stay.

Action steps:

- Add murals to blank walls abutting alleys to make alleys feel like a destination
- Replace public parking with programmed public space, such as temporary seating, outdoor games, a music stage, or a farmer's market, at one or more locations west of Outer Drive
- Widen sidewalks to make space for outdoor cafe-style restaurant seating, benches, wayfinding signage, transit shelters, and potentially street trees

### ***3.3. Update zoning to make the street more active, dense, and diverse, and remove incompatible uses***

Changing zoning and removing incompatible uses will result in eventually replacing gaps in the urban fabric with a consistent “streetwall” of attractive buildings with no setback that would improve perceptions of the corridor’s vibrancy, walkability, and safety from automobiles. By increasing the density and variety of uses, the corridor will have more eyes on the street to improve safety.

New developments should be consistent with current two-story buildings, so they do not appear out-of-place in the largely single-family neighborhood. EWDC should look into the use of Special District 1 and/or a Traditional Main Street Overlay. These zoning classifications already exist in the City of Detroit zoning ordinance, but they will require City Council approval to adjust the zoning map.

A healthier mix of uses would improve the economic resiliency of the corridor and increase the potential customer base for businesses. EWDC can play an important role in shaping the corridor into one that is denser, more economically prosperous, and more vibrant by encouraging flexible uses in existing buildings and targeting redevelopment at properties that will make the biggest impact to the safety and walkability of the corridor.

Action steps:

- Rezone all parcels in the study area along East Warren to Special District 1 to require small-scale, mixed-use development
- Replace public parking with programmed public space, such as temporary seating, outdoor games, a music stage, or a farmer's market, at one or more locations west of Outer Drive
- Purchase and improve the two auto shop properties at the corner of East Warren and Outer Drive so that they no longer disrupt the urban form and create unsafe conditions for pedestrians

### **3.4. Stabilize neighborhood and increase neighborhood safety**

For the East Warren business corridor to thrive, it is imperative that the surrounding communities are stabilized, and that safety is improved. While these goals are largely outside of the scope of the EWDC's mission, EWDC can still play a role by supporting existing efforts. Morningside, Cornerstone, and East English Village have a long history of

organizing their communities. Supporting organizing efforts within the neighborhoods will do much to bolster goals along the East Warren corridor. Providing storefronts along the corridor at low- or no-cost to community organizations supports their efforts and at the same time creates more activity.

There are many existing programs that can help to lower residents' costs or help them with low- or no-cost loans to make improvements to their properties. If existing residents are not connected with resources that can keep them in their homes, they are at risk of displacement, furthering the danger of gentrification in the neighborhood.

Safety must be addressed if the East Warren corridor is to return to its former vibrancy. While police are often seen as the first source for safety, in a largely Black community and the current climate, EWDC should make alternative efforts to address safety by improving lighting, visibility, and the number of eyes on the street, through more mixed-use development and more density.

Action steps:

- Provide low-cost or no-cost office space in vacant buildings along the East Warren Corridor
- Promote existing programming to support residents
- Improve site lines, lighting, visibility, and support of mixed-use development

## GOAL 4: SUPPORT ALL FORMS OF MOBILITY TO MAKE EAST WARREN A SAFER, THRIVING DESTINATION

Mobility is crucial for the health of a commercial district. People must be able to get to businesses if they wish to patronize them. Getting to these businesses must be convenient and suit the needs of each user. The mobility needs of a teenager, senior, young father, or a wheelchair user are all different. In general, improving mobility for one group improves the mobility of other users. There was a time when curb cuts were absent in most every city. Wheelchair users organized and demanded the installation of curb cuts. Now users of all kinds, those hauling a wagon, kids on scooters, or those pushing a stroller all benefit. Accommodations in mobility should not be viewed as something that only benefits a small set of users but viewed as an improvement to the whole of society. When more people can access space, more users see it as a place that welcomes them and was built with them in mind. A greater diversity of users fuels the sort of vibrant commercial district that East Warren strives to become.

With the advent of COVID-19, mobility will be greatly altered. As a novel virus, it can be difficult to predict what future mobility needs will be. Rather than make recommendations based on contemporary needs related to COVID-19 alone, we have chosen to focus on strategies which will both address short-term needs while at the same time improving long-term mobility of all residents. The exception to this is the strong focus on methods to improve social distancing, however even these strategies are likely to have long-term benefits.

While private automobiles are often the center of mobility, their practicality for Detroiters are limited. Many Detroiters lack access to automobiles. The cost to legally operated vehicles in the city of Detroit can be a huge barrier. Many Detroiters are too young or old to operate automobiles legally. To create a vibrant commercial corridor that is accessible to all, the range of transportation methods supported must be broadened.

### 4.1. Improve parking along East Warren corridor

Concerns over parking were a common response from business owners. Additional parking could be disruptive to the “main street” feel of the district as well as compromise the Complete Streets vision, so instead, efforts should be made to improve the existing

parking. The Morningside section of East Warren has several public lots located on side streets; however, they have low visibility and are difficult to navigate. The lots themselves are not welcoming or in good repair.

Action steps:

- Repair existing lots and improve flow through parking lots
- Install traditional public parking signage to promote existing lots
- Install landscaping, shade trees, and trashcans to public lots

### 4.2. Improve pedestrian ability to navigate East Warren Corridor while social distancing and general safety

In order to mitigate the impacts of COVID-19, social distancing will have to be maintained for the foreseeable future, making it important to improve safety and accessing the corridor via walking. These improvements can also help improve the aesthetics of the community and increase the community identify. For instance, cues for social distancing could be playful, crosswalks can be artistic. The addition of a landscaped median helps to calm traffic, ease pedestrian crossing, reduced noise pollution, and adds beauty to the corridor. Adding mirrors at intersections is a simple method for helping pedestrians predict interactions and help them to navigate while maintaining social distancing. The installation of signage such as maps and walking distance encourages pedestrians, especially those unfamiliar with the community to explore the corridor. This sort of signage can create neighborhood identify and promote cohesion.

Action steps:

- Remove large planters along East Warren.
- Install social distancing measurement indicators.
- Make sidewalks a minimum width of 10 feet to accommodate social distancing.
- Install mirrors at intersections.
- Install wayfinding signage including maps and distance to community resources
- Remove bed buttons at crosswalks

- Increase the number of crosswalks and install signage to increase motorist awareness of their responsibility to ensure pedestrian safety
- Install a landscaped median
- Repair and replace broken pavement
- Increase lighting in front of businesses
- Update curb cuts at the intersection of East Warren and East Outer Drive
- Plant street trees to provide shade for pedestrians

### **4.3. Make East Warren a destination for cyclists**

With the advent of COVID-19, there has been a boom in cycling activity. While cyclists have several east-west routes from which to choose, East Warren is among the best, as confirmed by the decision to install separated bicycle lanes. The addition of bicycle racks makes the East Warren Corridor a location where cyclist can stop and shop. The eastside features two major parks, Balduck and Chandler, but these are not well-connected to the East Warren corridor.

Action steps:

- Install bicycle racks and a bicycle repair station
- Connect existing bicycle lanes to Eastside city parks through the addition of bicycle lanes on Moran, Cadieux, East Outer Drive, and Alter Roads

### **4.4. Improve safety and usefulness of public transit**

A thriving commercial corridor embraces public transit as it is among the most accessible of transportation options. Many residents still rely on public transit as their primary source of transportation. While there are many fears regarding public transit, current evidence indicates that transit is relatively safe, and as more is learned about COVID-19, transit will likely become safer. Transit, which is convenient, safe, and navigable is more likely to be used. Grosse Pointe has limited transit options, adding a route which connects it to East Warren, Midtown, and Downtown would improve transit options for both communities, while simultaneously attracting customers from outside the community to East Warren businesses.

Action steps:

- Improve bus signage to include easy to read timetables and route map
- Install bus shelter which have partitions to protect transit patrons
- Work with Detroit Department of Transportation (DDOT) or Suburban Mobility Association for Regional Transit (SMART) bus routes which would connect Grosse Pointe, East Warren, Midtown, and Downtown

### **4.5. Provide visitors with ability to use nontraditional mobility options**

Many pedestrians with mobility issues rely on rechargeable scooters for getting around. Similarly, electric bicycles are becoming popular among all users, but particularly those who have difficulty using traditional bikes. Electric bicycles are also appealing for their faster speed and require neither a license nor insurance. Both devices have limited range and must be recharged. The addition of a multimodal charging station that can accommodate electric bikes and scooters for people with mobility issues will greatly expand the users of the East Warren corridor and will create a more welcoming environment for all.

Action steps:

- Install a multimodal charging station
- Consider opportunities to expand rideable tech options along the corridor

### **4.6. Explore connecting Grosse Pointes, Jefferson Chalmers and East Warren via open-air trolley**

Connectivity among commercial nodes near East Warren could bring more shoppers to the corridor, normalize shopping in the corridor and provide easy transportation among nodes. The Grosse Pointes currently have a trolley system that runs 5 p.m. to 1 a.m. Fridays and Saturdays on Kercheval from Wayburn in Grosse Pointe Park and to Moross in Grosse Pointe Farms. The process of developing a cross-city shuttle would open dialogue across a historically divided border between the Grosse Pointes and Detroit. Anecdotally, Grosse Pointers are becoming more likely to travel into Detroit for shopping and services, while our survey data shows a desire on the part of East Warren business owners to increase services to the Grosse Pointes.

Troy has shuttles connecting destinations across its main thoroughfare, Big Beaver Road. A similar concept was planned for Northwest Detroit.<sup>17</sup> It would be beneficial for EWDC to discuss how these neighborhoods began trolley services and what lessons they've learned in the process. Ferndale's attempt to get a trolley into Detroit would be a particularly salient example for EWDC to use as a starting point, as it involves a comparable city border crossing to the Grosse Pointe/Detroit border.

Action steps:

- Engage discussion with Jefferson East and Grosse Pointe business districts
- Engage the City of Troy and Ferndale on trolley best practices

# CONCLUSION



## **MOVING FORWARD**

The next step for EWDC will be to determine which of these strategies are appropriate for the community. Our recommendations are ideas that could be implemented in full, but the design inherently allows for EWDC to choose smaller-scale action steps as it sees fit.

To assist in the implementation of these strategies, the following page suggests timelines and partners for our recommendations and demonstrates ways they can be achieved and evaluated.

We encourage the EWDC to take these possibilities to residents, businesses, and other stakeholders. Effective planning demands public participation. Ensuring that elements of

our guidebook can be implemented equitably is paramount, and that can best be achieved through a comprehensive engagement and outreach process.

We believe that the East Warren corridor can be a walkable and accessible destination that serves its community. We hope that this document serves as a guide that builds on the foundation of that community of those who live and work here. But this guidebook will be most successful as a contribution to the manifestation of a community vision, and its purpose is to help the EWDC build resources and deepen its expertise as it plans for a brighter post-COVID-19 future.

## IMPLEMENTATION TABLE

<i>Objective</i>	<i>Priority</i>	<i>Potential Partners and Funding Sources</i>	<i>Evaluation Metrics</i>
<b>GOAL 1: PROVIDE TRAINING OPPORTUNITIES FOR EAST WARREN BUSINESSES</b>			
<b>1.1 Transition to e-commerce</b>	High	Squarespace, Wix, GetPaid with Autobooks, SquareUp, PayPal, ProsperUS Detroit	Number of businesses with websites; online transaction capabilities; active business checking accounts
<b>1.2. Leverage social media to market and sell products or services</b>	Medium	Skillshare by Buffer, Facebook for Business, Boot Camp Digital	Number of businesses with social media accounts; increase in followers, engagement metrics, web traffic; revenue from online sales
<b>1.3. Leverage traditional platforms to market and sell products or services</b>	High	Grosse Pointe Times, Detroit Free Press; neighborhood associations	Number of businesses advertised or featured in newsletters and newspapers
<b>1.4. Adapt business models to current economic conditions</b>	High	Michigan Restaurant & Lodging Association, SCORE	Number of businesses with proper PPE
<b>1.5. Improve financial literacy</b>	High	U-Snap-Bac; IFF, Community Reinvestment Fund, LISC, DEGC, MEDC; Vanguard, Accounting Aid Society, Michigan Small Business Development Center	Number of grant/loan recipients; attendees of webinars
<b>GOAL 2: ESTABLISH FRAMEWORK FOR ATTRACTING AND RETAINING BUSINESSES</b>			
<b>2.1. Align corridor businesses with market demands and COVID-19 consumer shifts</b>	High	Public Foods	Number of new/existing businesses that align with market gaps
<b>2.2. Create an outdoor "town hall"</b>	Low	Neighborhood associations, business corridor association, City of Detroit; private foundations, business owners	Town hall implementation
<b>2.3. Host "pop-up" events</b>	Medium	Community start-ups and entrepreneurs, existing businesses	Event attendance
<b>2.4. Increase corridor density through mixed use development</b>	High	Developers, Philanthropy, MEDC, City of Detroit, EWDC	Number of new housing units on East Warren; decreased building vacancy
<b>2.5. Develop brand for East Warren corridor</b>	Medium	Business corridor association	Launched marketing and branding campaign
<b>2.6. Create a small business incubator</b>	High	DEGC, MEDC, business owners, private foundations; neighborhood associations; business corridor association; City of Detroit; DPPD	Small business incubator established
<b>2.7. Reduce energy and utility costs for businesses</b>		The Greening of Detroit, EcoWorks, DTE Energy, Detroit Department of Public Works, Detroit Regional Chamber; Department of Environment, Great Lakes, and Energy Community Energy Management Incentive Program; Michigan Match Assistance Pilot Program (MMAPP); DTE Energy Assessment Program; SBA grants; Soludarity, EcoWorks, DTE, Detroit Regional Chamber, Detroit 2030; Department of Environment, Great Lakes, and Energy Community Energy Management Incentive Program; Michigan Match Assistance Pilot Program (MMAPP); Renewable Energy Tax Credits; Power Purchasing Agreements	Decrease in business energy and utility bills when operating normally
<b>2.8. Reduce renovation/rehab costs</b>		Business corridor association	Increase in the number of business owners using repurposed materials when renovating or donating materials from the renovation

Objective	Priority	Potential Partners and Funding Sources	Evaluation Metrics
<b>GOAL 3: IMPLEMENT LANDSCAPE AND PHYSICAL DESIGN CHANGES TO CREATE A VIBRANT, ECONOMICALLY PROSPEROUS CORRIDOR</b>			
3.1. Improve the look of the corridor so that residents, visitors, and entrepreneurs feel safer and more comfortable	High	DEGC, MEDC, business owners, private foundations; neighborhood associations; business corridor association; City of Detroit; DPPD	Decrease in crime; increase in foot traffic
3.2. Reimagine alleys, sidewalks, and parking areas, to enable businesses to expand their customer base	Medium	Neighborhood associations, business corridor association, City of Detroit; private foundations, business owners	Increase in foot traffic; increase in business activity
3.3. Update zoning to make the street more active, dense, and diverse, and remove incompatible uses	Medium	DPPD; Invest Detroit, MEDC, Cinnaire; LIHTC, federal historic tax credits	Change in zoning; decrease in incompatible uses
3.4. Stabilize neighborhood and increase neighborhood safety		Detroit Police Department, Project Safe Neighborhoods; Detroit Public Safety Foundation; Pay As You Stay program; Detroit Home Mortgage; Mecca, neighborhood associations	Decrease in crime in the the surrounding neighborhoods, increase in trust between local residents and Detroit Police Department; increase in home ownership; attendance and participation at association meetings; funding for neighborhood associations
<b>GOAL 4: SUPPORT ALL FORMS OF MOBILITY TO MAKE EAST WARREN A SAFER, THRIVING DESTINATION</b>			
4.1. Improve parking along East Warren corridor	High	Detroit Department of Public Works, DPDD, Detroit Regional Chamber; Detroit Regional Chamber grants, Small Business Association grants	Decrease in incidents of double parking and traffic jams due to pick-up/drop-off occurring on roadways
4.2. Improve pedestrian ability to navigate East Warren Corridor while social distancing and general safety	High	Detroit Department of Public Works, DPDD, Detroit Regional Chamber; Detroit Regional Chamber grants, Small Business Association grants; U.S. Department of Transportation Transit, Highway, and Safety Funds; Urban Forestry Project, The Greening of Detroit, Detroit Department of Water and Sewerage, Friends of the Rouge, Sierra Club; Friends of the Rouge; Sierra Club; World Wildlife Federation; Department of Environment, Great Lakes, and Energy Source Water Protection and Substantial Public Health Risk Project grants; U.S. Department of Transportation Transit, Highway, and Safety Funds	Increasing width of sidewalks and/or removal of large planters to allow for at least 6 feet of passing space; installation of mirrors at intersections; decrease in injuries to pedestrians due to pedestrian activities the corridor; increase in foot traffic; decrease in water and sewerage bills for business owners
4.3. Make East Warren a destination for cyclists	Medium	Detroit Department of Public Works, DPPD, neighborhood associations; Detroit Regional Chamber grants; Small Business Association grants; U.S. Department of Transportation Transit, Highway, and Safety Funds	Increase the number of visitors (those outside the neighborhoods adjacent to the corridor)
4.4. Improve safety and usefulness of public transit	Medium	DDOT, SMART; Detroit Planning Department; U.S. Department of Transportation Transit, Highway, and Safety Funds	Installation of bus shelters and signage; Increase in ridership
4.5. Provide visitors with ability to use nontraditional mobility options	Low	Business corridor association, Detroit Regional Chamber; Department of Environment, Great Lakes, and Energy Charge Up Michigan grant	Installation of charging station
4.6. Explore connecting Grosse Pointes, Jefferson Chalmers and East Warren via open-air trolley	Low	City of Grosse Pointes; Ford Smart Mobility	Installation of trolley; ridership

## ACKNOWLEDGEMENTS

We would like to express special thanks and gratitude to the following individuals and organizations for supporting The East Warren Business Corridor: A COVID-19 Response Guidebook. Their time, resources, and wisdom were integral in the creation of this project:

Allen Penniman  
Bobby Boone  
City of Detroit  
Dr. Patrick Cooper McCann  
Dr. Rayman Mohamed  
East English Village Association  
East Warren Development Corporation  
Eric Dryer  
Eric Dueweke

Helen Broughton  
Joseph Rashid  
Kristin Shaw  
Latisha Johnson Davis  
Maureen Dritsan  
MECCA Development Corporation  
The Friends of the Alger Theater  
Wayne State University Department of Urban Planning

The East Warren Corridor Plan was created by the Wayne State University Department of Urban Planning Capstone 2020 class consisting of:

Ashley Dreyer  
Denine Ngoyi  
Eric Kehoe  
Francesco Ferrara  
Jacob Law  
Jordan VonZynda  
Krystal Koch  
Laura Herberg

Meghan Cuneo  
Miles Roblyer  
Patrick Crouch  
Rose Kim  
Sean Campbell  
Stephanie Osborn  
Vickie Swanson  
Zachary Kilgore

The East Warren Business Corridor: A COVID-19 Response Guidebook  
Wayne State University  
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Capstone 2020  
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Detroit MI 48202  
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## APPENDIX A: TRAINING RESOURCE PARTNERS

### General Small Business Consulting Partners:

- **Detroit SCORE**
  - **Description of Services:** Connects small business owners with mentors to help answer questions and provide advice on general business practices on an as needed basis and provides ongoing virtual workshops, webinars, podcasts and blogs on small business development, re-opening procedures during COVID-19 and general business support.
  - **Example Workshops/Webinars:**
    - Positioning Your Company for Funding
    - Learn How to Set Up Your Business for Financial Success
    - How to Read Financial Statements
    - Tax Planning for Real Estate Investors
  - **Cost:**
    - Mentor Connection – Free
    - Video, blog and Podcast Library – Free
    - Workshops – \$0-25 one-time fee
  - **Website:** <https://detroit.score.org/>
- **Michigan Small Business Development Center**
  - **Description of Services:** Provides business consulting, online workshops and market research support to small business owners in Michigan in relation to business plan development, raising capital, financial management and strategic planning.
  - **Examples Workshops/Webinars:**
    - Marketing Mondays: Take Your Instagram Game from Blah to Bam!
    - Returning Employees During COVID19 – What’s Next?
    - How to Get a Business Loan – SBA Financing Roundtable
  - **Cost:**
    - Business Consulting – Free
    - Webinars/Workshops – Free
- **Contact Information**
  - Wayne County Economic Development Office
  - Wendy Thomas, Interim Director, Eastern Michigan University
- **Website:** <https://sbdcmichigan.org/>
- **Small Business Association of Michigan (SBAM)**
  - **Description of Services:** Provide access to webinars, podcasts and blogs on small business development and resources on COVID-19 recommendations and procedures to SBAM members.
  - **Examples Workshops/Webinars:**
    - Q&A Discussion on PPP Loan Forgiveness Application
    - Work Share Program Webinar
    - Navigating Small Business Financial Options During COVID-19
  - **Cost:**
    - Membership Package Options
    - Starter Package – Free (Includes access to online webinars, blogs and podcasts)
    - Basic Package – \$119/year
    - Premium Package – \$239/year
    - VIP Package – \$389/year
  - **Website:** <https://www.sbam.org/>
  - **Description of Membership Packages:** <https://www.sbam.org/wp-content/uploads/2020/05/2020-SBAM-Membership-Guide-SBPV.pdf>
- **TechTown Detroit – SWOT City Program**
  - **Description of Services:** SWOT City is a customized support program for brick-and-mortar small businesses in Detroit neighborhoods. Provides one-on-one assistance to help launch, stabilize and grow local businesses and strengthen neighborhood commercial districts in the following Detroit neighborhoods:
    - Brightmoor, Brightmoor Alliance

- East Jefferson, Jefferson East Inc. & Eastside Community Network
  - Grandmont Rosedale, Grandmont Rosedale Development Corp.
  - Osborn, Osborn Neighborhood Alliance
  - Southwest Detroit, FREC
  - University District
- **Example Workshops/Webinars:**
  - Open Office Hours – Offered monthly on a variety of topics led by entrepreneurial experts
  - Retail Boot Camp 2020: Virtual Application Info Session
- **Cost:**
  - Open Office Hours – Free
  - Retail Boot Camp Application Sessions – Free
- **Website:** <https://techtowndetroit.org/services/swot-city-program/>

#### E-Commerce/Social Media Partners:

- **Get Paid with Autobooks**

- **Description of Services:** Convenient and cost-effective platform to accept credit card payments online; offers a free walkthrough from an Autobooks small business specialist to answer questions and identify if this is the right platform for you.
- **Cost:**
  - Introductory Webinar – Free
  - Meeting with a Get Paid Specialist – Free
  - Transaction Fee – 2.99%
  - Monthly Fee – \$9.99
- *\*Monthly Fee waved for the remainder of 2020*
- **Website:** <https://getpaid.autobooks.co/>
- **Get Paid Introductory Webinar:** <https://www.autobooks.co/get-paid-webinar-recording-form?hsCtaTracking=fedd8f8a-53b1-4f1d-bdec-29933e61d5b2%7Cbada484b-6e76-496f-8941-e26da5ae6c4c>

- **Square Up**

- **Description of Services:** Platform to process online or in person payments in lieu of cash payments; currently offering resources for PPP applications and a support center for COVID-19 resources.
- **Cost:**
  - Point of Sale Support – Free
  - Customer support
  - Next day business transfers
  - Inventory management
  - Real time analytics
  - Point of Sale application
  - Credit Card Transaction Fee – 1.75%
  - Card-Not-Present Transaction Fee – 2.5%
  - Square Reader - \$22
  - Square Terminal - \$228
  - Square Stand - \$125
- **Website:** <https://squareup.com/gb/en>

- **Squarespace**

- **Description of Services:** Platform to build websites that takes your business online; free webinars offered to learn the basics of creating your own website.
- **Example Webinars:**
  - Getting Started with Squarespace
  - Launching Your Online Store
  - Growing Your Audience
- **Cost:**
  - Webinars, Blogs, Resource Guides, Online Forum – Free
  - Pricing Plan Options
  - Personal Plan – \$12/month
  - Business Plan – \$18/month
  - Basic Commerce – \$26/month
  - Advanced Commerce – \$40/month
- **Website:** <https://www.squarespace.com/>

- **Description of Pricing Plans:**  
[https://www.squarespace.com/pricing/?channel=pbr&subchannel=go&campaign=pbr-dr-go-us-en-squarespace-general-bmm&subcampaign=\(brand-website-builder Pricing-Plan-Features sl\)&utm\\_source=google&utm\\_medium=pbr&utm\\_campaign=pbr-dr-go-us-en-squarespace-core-e&utm\\_term=squarespace&gclid=Cj0KCOjw3s\\_4BRDPARIsAJsyoLN1yT-wlKjHNejtlyhJGNJzk8gaKgStmhH7LvXclaGt6lb6CBqjAk4aAgdsEALw\\_wcB](https://www.squarespace.com/pricing/?channel=pbr&subchannel=go&campaign=pbr-dr-go-us-en-squarespace-general-bmm&subcampaign=(brand-website-builder+Pricing-Plan-Features+sl)&utm_source=google&utm_medium=pbr&utm_campaign=pbr-dr-go-us-en-squarespace-core-e&utm_term=squarespace&gclid=Cj0KCOjw3s_4BRDPARIsAJsyoLN1yT-wlKjHNejtlyhJGNJzk8gaKgStmhH7LvXclaGt6lb6CBqjAk4aAgdsEALw_wcB)
- **Skillshare**
  - **Description of Services:** Provides access to 22,000+ training videos and webinars on online selling. Includes a free Introduction to Social Media Strategy webinar with Brian Peters from Buffer.
  - **Cost:**
    - Introduction to Social Media Strategy – Free
    - Two Month Trial – Free
    - Skillshare Premium Starter Plan – \$99/year
    - Skillshare Premium Enterprise Plan – Varies
  - *\*Can cancel the free two-month trial or annual subscription at any time*
  - **Website:** [https://join.skillshare.com/jan2020-general/?coupon=google2free&utm\\_source=Google&utm\\_medium=paidsearch&utm\\_campaign=Brand\\_US\\_2Free&utm\\_term=skillshare&matchtype=e&gclid=Cj0KCOjw3s\\_4BRDPARIsAJsyoLN3jpTY2UaLKfq4FeqOJ0FFOzYZMu\\_X3p6WB3KlueYUMheQhVNHgwUaAkrAEALw\\_wcB](https://join.skillshare.com/jan2020-general/?coupon=google2free&utm_source=Google&utm_medium=paidsearch&utm_campaign=Brand_US_2Free&utm_term=skillshare&matchtype=e&gclid=Cj0KCOjw3s_4BRDPARIsAJsyoLN3jpTY2UaLKfq4FeqOJ0FFOzYZMu_X3p6WB3KlueYUMheQhVNHgwUaAkrAEALw_wcB)
  - **Introduction to Social Media Strategy Webinar:**  
[https://www.skillshare.com/site/join?coupon=buffer2mths&teacherRef=2069994&via=teacher-referral-partner&utm\\_source=buffer&utm\\_medium=teacher-referral-partner&utm\\_content=2017-04-23-buffer&t=Introduction-to-Social-Media-Strategy&sku=1934895986](https://www.skillshare.com/site/join?coupon=buffer2mths&teacherRef=2069994&via=teacher-referral-partner&utm_source=buffer&utm_medium=teacher-referral-partner&utm_content=2017-04-23-buffer&t=Introduction-to-Social-Media-Strategy&sku=1934895986)
- **Facebook for Business**
  - **Description of Services:** Provides online courses on how to create and leverage social media accounts and access to COVID-19 resources/funding.

- **Example Webinars:**
  - How to Create a Facebook Page to Grow Your Business
  - The Essential Guide to Facebook Page Posts
  - How to Create an Ad on Facebook
  - Growing Your Business with Instagram: What you need to know
  - How to Advertise on Instagram
- **Cost:**
  - Webinars – Free
  - Community Conversations – Free
- **Website:** <https://www.facebook.com/business/marketing/facebook>

- **Boot Camp Digital**

- **Description of Services:** Provides training on everything social media marketing. Each course offers 70+ online training videos from beginner to advanced levels.
- **Examples Webinars:**
  - Social Media Marketing 101
  - Digital Marketing 101
  - Facebook Marketing
  - Instagram Marketing
- **Cost:**
  - Webinars – Range from \$97 to \$397 for individual courses
  - **Website:** <https://bootcampdigital.com/>

### Financial Literacy/Funding Partners:

- **U-Snap-Bac (United Streets Networking and Planning; Building a Community)**
  - **Description of Services:** Provides a variety of community services including educational workshops on financial literacy.
  - **Example Workshops:**
    - Financial Literacy Workshops
    - Credit 101
    - Common Cents: Budgeting

- Financial Capability Course
  - Business/Community Resource Center
- **Cost:** Unavailable
- **Website:** <http://www.usnapbac.org/programs-services/>
- **Accounting Aid Academy (Offered through the Accounting Aid Society)**
  - **Description of Services:** Provides assistance to small businesses to gain a greater understanding of their finances and prepares them for to be both capital ready and to manage their finances on their own in the future.
  - **Example Services:**
    - Tax Compliance and Filing Services
    - One-on-One Business Coaching
    - Membership Program
    - Workshops, presentations and labs
  - **Cost:**
    - Annual Membership Fee – \$199/year
  - *\*Includes all tax and accounting services and additional training opportunities*
  - **Website:** <https://www.accountingaidacademy.org/about-us>
  - **Description of Membership Fees:** [https://839ae826-2321-4024-a439-4841c0f3d9c6.filesusr.com/ugd/438777\\_3c81f22ff7fc45f3a15b2c6bd5c66d09.pdf](https://839ae826-2321-4024-a439-4841c0f3d9c6.filesusr.com/ugd/438777_3c81f22ff7fc45f3a15b2c6bd5c66d09.pdf)

## COVID-19 Re-Opening/Funding Partners:

- **Michigan Restaurant & Lodging Association**
  - **Description of Services:** Provides a “Roadmap to Reopening” among state and federal regulations and access to financial assistance resources.
  - **Cost:**
- Roadmap to Reopening Guide – Free
  - **Website:** <https://www.mrla.org/open.html>
- **LISC Detroit (Local Initiatives Support Corporation)**
  - **Description of Services:** Supports job growth in underserved communities by helping equip local businesses with the resources they need to grow through direct financing as well as COVID-19 funding resources.
  - **Cost:** Unavailable
  - **Website:** <https://www.lisc.org/our-initiatives/economic-development/business/>
- **IFF**
  - **Description of Services:** Provides assistance in PPP loan applications and business funding via grants and/or loans.
  - **Website:** <https://iff.org/>
- **Community Reinvestment Fund**
  - **Description of Services:** Provides assistance to small businesses with identifying funding sources during COVID-19.
  - **Website:** <https://crfusa.com/>

## APPENDIX B: RETAIL DEMAND METHODOLOGY

### Occupied Commercial Space

The Capstone team conducted a business inventory survey in June 2020 to determine whether buildings in the study area were vacant, occupied, or undetermined. For occupied buildings, efforts were undertaken to determine whether the businesses were open, temporarily closed due to COVID-19, or permanently closed. The results from this survey were overlaid on a map of Detroit buildings from the Southeast Michigan Council of Governments (SEMCOG) using a geographic information system (GIS).

The SEMCOG dataset contained the square footage of the building footprints. However, based on a random sample of area measurements using Google Earth, the SEMCOG-provided square footage was found to be overstated by approximately 7%. Thus, the square footage of all buildings was multiplied by approximately 0.93 to provide a more accurate number.

The total square footage of each business inventory category was calculated with the following results:

Status	SF
Open	135,891
Temporarily Closed	39,079
Permanently Closed	69,370
Vacant Building	61,387
Undetermined	18,033
<b>Total</b>	<b>323,759</b>

Due to many businesses temporarily shutting down as a result of COVID-19, we estimated a permanent vacancy rate and a COVID-19 vacancy rate. The permanent vacancy rate included only buildings that were found to be vacant or housed businesses that were

permanently closed. The COVID-19 vacancy rate added businesses that were found to be temporarily closed. Buildings with undetermined business status were left out of the vacancy rate calculations.

Vacancy Type	Vacancy Rate
Permanent Vacancy Rate	42.8%
COVID-19 Vacancy Rate	55.6%

Finally, the total estimated occupied and vacant square footage was estimated by multiplying the total square footage of all buildings by the estimated permanent vacancy rate.

Estimated from Vacancy Rate	Total Square Feet
Permanently Occupied	185,290
Permanently Vacant	138,470
Temporarily and Permanently Vacant	179,853

### Current Retail Demand

Calculating the demand for retail required evaluating factors including population, median household income, and consumer habits. The formula we used for retail demand was:

$$\text{Square feet of retail demand} = \frac{\text{Number of households} \times \text{Median household income} \times \% \text{ of household income spent on neighborhood retail}}{\text{Retail sales per square foot}}$$

The current number of households was derived from the population of census tracts in the primary study area, according to the 2017 American Community Survey 5-year estimates, which was the most recent data available at the time of this study. Population was divided by the average household size in the study. The median household income was derived from a weighted average of household incomes by census tract in the study area.

The number of households in 2030 was projected using average annual percentage change in population since 2010, which was approximately -1.29% per year. Household size was assumed to remain constant through 2030.

	2017
Population	32,018
Average household size	2.82
Number of households	11,156
Household income	\$33,927

Both the retail sales per square foot and the percent of household income spent on neighborhood retail were derived from the values in the Detroit Economic Growth Corporation (DEGC) 2018 Neighborhood Retail Opportunity Study. Retail sales per square foot were found to be \$304 after taking a weighted average of all sales per square foot categories from the DEGC study, assuming 90% of the sales went to “low-productivity” retail. Percent of household income spent on neighborhood retail was estimated by dividing DEGC’s estimated resident-generated retail demand (\$124,250,335) by the total income of the DEGC study’s primary trade area (8,345 households x \$34,188 median household income), which was found to be 43%. An additional 5% was added to account for transportation and entertainment expenses, such as car repairs or events at the theater, that may be made along the corridor.

The resulting equation for current retail demand, when applied to our primary study area, was

$$= \frac{11,156 \text{ households} \times \$34,188 \text{ median income} \times (48\% \text{ income spent on consumer goods} \times 24.55\% \text{ capture rate})}{\$304 \text{ sales per square foot}}$$

Resident-generated retail demand does not include demand resulting from jobs in or near the corridor. Nor does it include demand from visitors to the corridor. Due to data gaps, the difference between DEGC’s total retail demand and their resident-generated retail

demand (68,299 square feet) was used for all additional demand in our study. In total, this puts current retail demand on East Warren at 196,270 square feet.

### Future Retail Demand

The number of households in 2030 was projected using the average annual percentage change in population from since 2010 (approximately -1.29% per year). Household size was assumed to remain constant.

Since neighborhood demographics will change in ways we are unable to predict, a constant increase of 1% per year was applied to the 2017 median household income to project the 2030 median household income. 1% was chosen because it is roughly the rate of US household income growth between 2017 and 2018, the most recent numbers available from the US Census Bureau.

Retail sales per square foot were estimated to increase at the same rate as household income (1% per year). Additional demand (i.e. demand not generated by residents of the primary study area) was assumed to shrink at the same rate of the population.

	Calculation	2030 (Projected)
Population	Decrease of 1.29% per year	27,416
Average household size	Remained constant	2.82
Number of households	N/A	9,722
Household income	Increase of 1% per year	\$38,612
Sales per square foot	Increase of 1% per year	\$345
Additional demand	Decrease at same rate of population (1.29% per year)	59,520 square feet

All other variables, such as percent of income spent on neighborhood retail, were assumed to remain constant.

### Interventions

Interventions were simple examples used to compare the long-term impact on occupied commercial space. The methodology for each intervention is below.

Intervention	Additional Retail-Occupied Space (SF) in 2030	Calculation
Attracting 50 daily visitors, each spending \$25, from outside the neighborhood	1,503	$(50 \text{ visitors} \times \$25 \times 365 \text{ days}) / \$345 \text{ per square foot}$
Convincing 500 households to move to the neighborhood who otherwise would not have	5,736	Added 500 to the number of households in the 2030 retail demand equation
Lowering utility costs for businesses by 25%	2,349	<i>See below</i>
Convincing households to spend \$500 locally instead of in the suburbs	14,072	$\$500 \times 9,722 \text{ households} / \$345 \text{ per square foot}$
Increasing median household incomes by \$5,000	18,860	Adding \$5,000 to the median household income in the retail demand equation
All actions together	43,243	Variables in the retail demand equation replaced with those above + 1,503 square feet of visitor-generated demand

The effect of lowering utility costs was estimated by reducing the required sales per square foot if profit and all other expenses were kept constant. The reduction in required sales per square foot was determined with four assumptions: expenses were equal to roughly 70% of sales, utilities accounted for approximately 6% of expenses, the cost of utilities increases faster than most other expenses at 3% per year, and the required sales per square foot will decrease in tandem with the savings per square foot per year. Below shows the numbers we reached in each step of this calculation.

Expenses per square foot in 2017	\$212.47
Utilities cost per square foot in 2017	\$12.75
Utilities cost per square foot in 2030	\$18.72
25% savings per square foot in 2030	\$4.68
Sales per square foot in 2030 required after savings	\$340.76

Sources:

*Selected Housing Characteristics, 2017 ACS 5-year, DP05*

*Age and Sex, ACS 5 Year Estimates, Table S0101*

*Median household income: <https://www.epi.org/blog/slowdown-in-household-income-growth-continues-in-2018/>*

# APPENDIX C: SYNOPTIC SURVEYS

## FBCI Synoptic Survey Sheet

Street Location: 17191 E WARREN AVE

Your Name: \_\_\_\_\_

### Building Uses (check all that apply)

- Retail
- Office
- Industrial
- Civic
- Single-family Residential
- Multi-family Residential

### Building Height

- 2 Maximum Stories
- 1 Minimum Stories

### Building Placement (measure using Google Earth)

- 27' Front Setback
- 14' Side Setback
- 41' Rear Setback (from an alley)
- 30' Rear Setback (without an alley)

### Are there outbuildings on the residential lots?

- Yes  No

### Parking Locations (check all that apply)

- On-Street
- In Front of Building
- Behind Building
- Side of Building
- Parking Garage
- No Designated Parking Area

### Lot Sizes (measure from aerial photo)

- 123" Maximum Width
- 20" Minimum Width
- 100" Maximum Depth
- 96" Minimum Depth

### Building Frontage and Coverage

- % Building Frontage along front setback (average for block)
- % Building Coverage of Lot (average)
- Frontage type
- Building Disposition

### Street Elements (check all that apply)

- One-Way Traffic
- Two-Way Traffic
- On Street Parking
- Bike Accommodations
- Sidewalks
- Planting Strips
- Tree Wells
- Street Trees
- Crosswalks
- Awnings, Galleries or Arcades
- Streetlamps
- Speed Limit

### Street Section (measure using Google Earth)

- 90' Width of Right-of Way
- 25' Width of Pavement
- 6' Width of Sidewalk



# FBCI Synoptic Survey Sheet

Street Location: 16451 E Warren Ave

Your Name: \_\_\_\_\_

**Building Uses (check all that apply)**

Retail

Office

Industrial

Civic

Single-family Residential

Multi-family Residential

**Building Height**

2 Maximum Stories

1 Minimum Stories

**Building Placement (measure using Google Earth)**

0' Front Setback

0' Side Setback

0' Rear Setback (from an alley)

Rear Setback (without an alley)

**Are there outbuildings on the residential lots?**

Yes  No

**Parking Locations (check all that apply)**

On-Street

In Front of Building

Behind Building

Side of Building

Parking Garage

No Designated Parking Area

**Lot Sizes (measure from aerial photo)**

123" Maximum Width Throughout area

20" Minimum Width

100" Maximum Depth

96" Minimum Depth

**Building Frontage and Coverage** Block

100 % Building Frontage along front setback (average for block)

90 % Building Coverage of Lot (average)

Storefront Frontage type

Corner Building Disposition

**Street Elements (check all that apply)**

One-Way Traffic

Two-Way Traffic

On Street Parking

Bike Accommodations

Sidewalks

Planting Strips

Tree Wells

Street Trees

Crosswalks

Awnings, Galleries or Arcades

Streetlamps

Speed Limit

**Street Section (measure using Google Earth)**

100' Width of Right-of-Way

70' Width of Pavement

15'/6.5' between planters Width of Sidewalk



# APPENDIX D: BUSINESS SURVEY

## What kind of business do you operate? (Check all that apply) - Selected Choice

Option	Count
Food Service (restaurant, bakery, etc.)	5
Retail (flower shop, clothing, etc.)	4
Auto (repair, sales, etc.)	2
Service (Dry cleaners, computer repair, etc.)	1
Arts and culture (crafts, dance studio, etc.)	2
Hair	1
<b>TOTAL</b>	<b>15</b>

## Q1: What is the current operational status of your business? - Selected Choice

Option	Count
Open Normal Hours	4
Open reduced hours	3
Closed for the time Being	4
Permanently Closed	1
Building is closed but staff are working remotely	1
Other	2
<b>TOTAL</b>	<b>15</b>

reduced bc of the curfew  
soft opening, open fully next Monday 6/8

## Q2: How likely is your business to survive the pandemic?

Option	Count
Very likely	6
Likely	6
Unsure	2
The business will likely not survive	0
The business has already permanently closed	1
<b>TOTAL</b>	<b>15</b>

## Q3: Do you currently sell any products or services online?

Option	Count
Yes	4
No. There are products and services we could sell online but we don't.	6
No we do not sell any products or services that would make sense online.	5
<b>TOTAL</b>	<b>15</b>

## Q3.1: Did you sell products or services online prior to the pandemic?

Option	Count
Yes	2
No	1
Not applicable/unsure	1
<b>TOTAL</b>	<b>4</b>

## Q4: Do you currently offer products for delivery either yourself or through a third-party app?

Option	Count
Yes	3
No. There are products we could offer up for delivery but we don't.	5
No. Our business does not offer any products that would make sense to deliver.	0

No response	7
<b>TOTAL</b>	<b>15</b>

## Q4.1: Did you offer products for delivery prior to the pandemic?

Option	Count
Yes.	2
No	0
Not applicable/unsure	0
No response	13
<b>TOTAL</b>	<b>15</b>

## Q5: Do you currently offer curbside pick-up?

Option	Count
Yes.	7
No. We have products that we could offer for curbside pick-up but we don't.	1
No. Our business does not have any products that would make sense to make available curbside.	0
No response	7
<b>TOTAL</b>	<b>15</b>

## Q6: About how many employees did you have on payroll before the pandemic?

Zero (closed business)	1
One	1
Two	2
Three	1
Four	4
Seven	1
Eight	2
Twelve (12)	1
Fifteen (15)	1
No response	1
<b>TOTAL</b>	<b>15</b>

## Q6.1: About how many employees currently do you have on payroll?

Option	Count
Zero (closed business)	1
One	5
Two	1
Four	4
Five	1
Six	1
Fifteen (15)	1
No response	1
<b>TOTAL</b>	<b>15</b>

## Q7: Tell us about your businesses relationship with the building it's in. (Check all that apply)

Option	
We own the building and don't owe any money on it.	5
We have a mortgage on the building and are currently paying it off.	1
We lease the building.	5
We own the building but also rent out part of it.	0
No response	4
<b>TOTAL</b>	<b>15</b>

**Q8: What does your business need to safely accommodate customers? (Check all that apply)**

Option	Have in Place
Designated curbside pick-up spaces	8
Protective equipment, like masks	8
Hand sanitizer dispensers	7
Plastic sneeze guards	5
Hand wipes	4
Money to pay a cleaner	2
Outdoor dining area	1
Other (Listed below)	0

**Q8: What does your business need to safely accommodate customers? (Check all that apply)**

Option	Not currently in Place
Money to pay a cleaner	9
Plastic sneeze guards	6
Hand wipes	6
Hand sanitizer dispensers	5
Outdoor dining area	5
Other (Listed below)	5
Designated curbside pick-up spaces	2
Protective equipment, like masks	2

**Q9: What have you done to get funding for your business during COVID-19? (Check all that apply) - Selected Choice**

Option	Count
Loan	3
Grant	5
Crowdfunding	7
Federal Income Tax Filing and Payment Deadline Extension	1
Other	4
<b>TOTAL</b>	<b>20</b>

Applying for grants but not interested in loans. A lot of grants we are not qualified for.  
 Has not have the same longevity as other businesses.  
 Cut hours back.  
 Applying for PPP

**Q9.1: What kind of loan? (Check all that apply) - Selected Choice**

Option	Count
SBA Paycheck Protection Program (PPP)	4
SBA Economic Injury Disaster Loan Emergency Advance (EIDL)	1
SBA Express Bridge Loans	
SBA Debt Relief	
MI Local Biz	
Not applicable	10
<b>TOTAL</b>	<b>15</b>

**Q9.2: What kind of grant? (check all that apply) - Selected Choice**

Option	Count
Match on Main	0
LISC Small Business Relief Grant	2
Other	6

All of them. TechTown emergency grant is one that she received.  
 DEGC, Tech Town  
 SBA grant, in-process  
 Detroit Economic Growth Corp.

**Q9.3 Loan: Do you feel taking this loan(s) has helped your business?**

Option	Count
Yes	4
No	0
I Don't know	0
No response	11

**9.3 Grant: Do you feel taking this grant(s) has helped your business?**

Option	Count
Yes	5
No	0
I Don't know	2
No response	8

**9.3 CF: Do you feel crowdfunding has helped your business?**

Option	Count
Yes	1
No	0
I Don't know	0
No response	14

**9.3 Extension: Do you feel tax extension has helped your business?**

Option	Count
Yes	2
No	0
I Don't know	0
No response	13

**Q10: How can your customers pay? (Check all that apply) - Selected Choice**

Option	Count
Cash	13
Check	3
Credit/ Debit in person	11
Can make purchases online	1
Other	2
<b>TOTAL</b>	<b>23</b>

money orders, childcare subsidy  
 Cash app

**Q11: Of the training opportunities listed, which one(s) do you think would have the biggest impact on your business?**

Option	Count
Taking your brick and mortar business online (O)	6
Marketing your products and/or services leveraging social media (M)	9
Training on financial literacy (F)	7

Adapting your business plan to account for current economic conditions and CDC requirements (C)

7

**Q12. Which of the following social media platforms, if any, do you use for your business? (Please provide username or handle if you wish) - A website - Text**

Option	Count
A website	7
A Facebook page for your business	10
An Instagram account	7
A Twitter account	4
Other social media accounts	1
No social media platforms	1
<b>TOTAL</b>	<b>30</b>

Didn't want to include the text answers to this question for privacy

**What is the gender of the business owner? (optional)**

Option	Count
Male	10
Female	4
Other	0
No response	1
<b>TOTAL</b>	<b>15</b>

**Q14. What is the Race or Ethnicity of the business owner? (optional) - Selected Choice**

Option	Count
White	1
Black or African American	9
Hispanic or Latino	0
Asian	0
American Indians or Alaska Native	1
Native Hawaiians and other Pacific Islanders	0
Middle Eastern or North African	2
Other	0
No response	2
<b>TOTAL</b>	<b>15</b>

**Q16. Is there anything else you would like to share with us today?**

Text Answers

We intend to be back, albeit in a different form. But we will be back. Just figuring out how to comply with everything and make sure everything is safe.

So John does not own the building but he knows the owner and the owner has said that he can operate the building if he cleans it up and gives the owner 1/3 of the profits. The problem is that John wants to run it as a repair shop but it's zoned as a dealership and the city said they wouldn't hand out anymore repair shop licenses until April 2020 but that was before the pandemic. If John is able to get the zoning changed he would need money to buy a hoist and other tools as well as money to buy a few vehicles (he also wants to sell vehicles). John is interested in training that would show him how to get his building painting license, as well as training to be a master mechanic. He says he's really interested in learning how to flip houses but he tried to get into it by going to a seminar in Oklahoma and he didn't have enough money. He's worked as a mechanic at other shops in the past. Most recently he was doing maintenance work but was laid off.

He's currently unemployed.

Marie runs a thrift shop one day a week out of her friend's building. 2 people work there but they are not on pay roll per se as it's not an actual business. She only runs it on Saturdays because she works part time at a lawn service. She says the woman who owns the building, Dawn Ford, is working to open a gallery across the street. Marie is not interested in any training but she would like some extra masks to give customers. Her big request is that the plastic bulliards next to the bike lanes be removed because she doesn't believe there is enough room for cars to park, she says they have to park in part of the bike lane to fit. She talked with Lilly from the District 4 office and she said to just have people park in the bike lane.

The owner of this business felt like he had been planned at and never sees any benefits of these planning efforts and feels he small business is being over looked. Also said it would be nice of someone like Joe to reach out to him.

They could use more masks and hand sanitizer. He said they are very interested in getting up online ordering. He said due to their business model it might be a little weird to offer delivery because the whole idea is that it's kind of like subway and the customer says what they want on their pizza and then it takes 3 minutes to cook. As for the grants and loans they applied for them but they did not get them. I realized our survey does not leave a place where people can say if they applied but did not get loans.

It took pops three years to get a Facebook account. He says he doesn't even have a computer. He's really interested in doing delivery, says he gets asked about it all the time, but it's too expensive to buy a nice vehicle (one nice enough to delivery to Grosse pointe) and pay for insurance. He thinks third party companies like uber eats are too expensive. He says the number one thing he needs right now is a loan or grant. He tried filling out the PPP but couldn't figure it out. He's asked people to help them but he won't. If he could get a loan or a grant for 10K then he could buy meat in bulk and buy a freezer to store it in. He says the price of meat is going up and it's really hurting him. He feels helpless and is not sure how long he can stay in business. He is paying a land contract off on his building. If someone can help him apply for a loan, he's very interested in that. As for the other classes he says he doesn't have time for any of them because he is running the shop 7 days a week from 11am-10pm all by himself. He says the city's 8pm curfew because of the protests is hurting him. He says he's cashing only because he loses money when people pay by credit card.

help with funding would be great, applied for loans but was denied

appearance of east warren is a concern, looks very bad with the vacancies, some of the building owned by the city need to be weeded, looks too abandoned.

# APPENDIX E: BUSINESS INVENTORY

Business/Building Address	Business Name	Parcel Address*	Business Type	Business Category	April 2020 Status	May 2020 Status	June 2020 Status	Notes
16200 E WARREN	Jeanie's J Spot	16200 E WARREN	Bar/Restaurant	Food Service	Closed Temporarily	1	1	0
16206 E WARREN	Executive Image	16206 E WARREN	Barber shop	Hair	Permanently Closed	2	1	0
16205 E WARREN	Warren Bedford Dental Center	16205 E WARREN	Medical	Medical	Closed Temporarily	2	1	Sign on window instructing visitors to exercise social distancing measures upon entering. Address on building is 5024 Bedford.
16209 E WARREN	Fair Star In Chop Suey	16209 E WARREN	Restaurant	Closed Food Service	0	3	3	Signs of abandonment. Online listing's indicate it closed down long before COVID-19
16215 E WARREN	McGuire cleaners	16215 E WARREN	Cleaners	Laundry/Dry Cleaner	Closed Temporarily	2	2	0
17191 E WARREN	Donovan Veterinary Hospital	17191 E WARREN	Medical	Medical	0	3	3	Employee parked in adjacent lot, well lit, in good repair
17045 E WARREN	Complete Major/Minor Auto Repair	17045 E WARREN	Auto	Auto/Mechanic	Closed Temporarily	1	1	customers in the parking lot, doors and windows open
17241 E WARREN	family dollar 2	17241 E WARREN	Dollar Store	Retail	Currently Open	1	1	0
17131 E WARREN	Blue Pointe	17131 E WARREN	Restaurant	Closed Food Service	0	4	4	signage on the building advertising it as a Motor City Match property
17155 E WARREN	Warren Cadieux Auto Repair	17155 E WARREN	Auto	Auto/Mechanic	0	1	1	no signage but well kept, found former business name on GIS
17163 E WARREN	No signage (Resale shop on Saturdays)	17163 E WARREN	Resale Shop	Retail	0	1	1	Marie has a pop-up resale shop here on Saturdays, (313) 510-4470
17169 E WARREN	No signage (Resale shop on Saturdays)	17169 E WARREN	Resale Shop	Retail	0	1	1	Marie has a pop-up resale shop here on Saturdays, (313) 510-4470
17175 E WARREN	Public Utilities	17175 E WARREN	Radio/Cell Facility	Public	0	1	1	equipment is secured and seems to be in use
17183 E WARREN	Parking Lot	17183 E WARREN	Parking Lot	Parking	0	P	P	0
17189 E WARREN	Parking Lot	17189 E WARREN	Pavement	Parking	0	P	P	0
16596 E WARREN	Vacant lot	16596 E WARREN	0	Vacant/Undeveloped Lot	0	P	P	0
16710 E WARREN	No signage	16710 E WARREN	No signage	Vacant Building	0	4	4	I met a man who says he owns this building. He also owns "House of BBQ"
16521 E WARREN	No signage	16521 E WARREN	Mixed-use	Retail	0	3	3	Upstairs unit looks like occupied residence. Commercial storefront had curtains drawn in front of the windows, but also looked lived in.
16611 E WARREN	Cole's Castle Day Care	16611 E WARREN	Youth Related	Laundry/Dry Cleaner	Closed Temporarily	2	1	0
16723 E WARREN	No signage	16723 E WARREN	Retail building	Vacant Building	0	4	4	0
16338 E WARREN	Vacant	16326 E WARREN	0	Vacant Building	Vacant Buildings	4	4	address on buildings (16320)(16332)(16338)
16602 E WARREN	Vacant lot	16602 E WARREN	0	Vacant/Undeveloped Lot	0	P	P	0
16822 E WARREN	Parking Lot	16822 E WARREN	Pavement	Vacant/Undeveloped Lot	0	P	P	0
16535 E WARREN	No sigange	16535 E WARREN	Warehouse	Warehouse	0	1	1	Does not appear to be open to the public but the building is in good physical standing. Online records indicate it was a woodworking shop, Johnson Smith Co headquarters (catalog company) and post office before that.
16619 E WARREN	House of BBQ	16619 E WARREN	Carry Out	Food Service	Currently Open	1	1	0
16729 E WARREN	No signage	16729 E WARREN	Retail building	Vacant Building	0	4	4	Possibly under construction, address on the building is 16745
16610 E WARREN	Quickie Dry Cleaners	16610 E WARREN	Cleaners	Laundry/Dry Cleaner	Closed Temporarily	1	1	0
16830 E WARREN	Mr. S's	16830 E WARREN	Liquor	Retail	Currently Open	1	1	Customers going in and out.
16644 E WARREN	Vacant	16621 E WARREN	Retail/Office/Warehouse	Vacant Building	0	4	4	Noticibly vacant. Windows boarded up. Three retail bays: 16627, 16633, 16653
16500 E WARREN	Royal Auto Clinic	16500 E WARREN	Auto	Auto/Mechanic	Currently Open	4	4	0
16734, 16722 E WARREN	No signage	16734, 16722 E WARREN	0	Commercial Building (status unknown)	0	Q	Q	Address on door said 16714. Is apparently conjoined with 16722 E Warren.
16950 E WARREN	Early Learning Prep	16950 E WARREN	Youth Related	Institutional	Closed Temporarily	1	1	I called (313) 549-8721 and a lady said they were open.
16422 E WARREN	No signage	16422 E WARREN	0	Commercial Building	Permanently Closed	3	3	0
16622 E WARREN	Crystal All Love	16620 E WARREN	Hair	Hair	Closed Temporarily	2	2	addresses on buildings Soul Dollar Soul Food (16618)/ Crystal All Love (166622)
16352 E WARREN	No signage	16348 E WARREN	0	Commercial Building	Permanently Closed	3	3	address on buildings (16352)(16348)(4904)(4902)
16424 E WARREN	Royalty Dance Studio	16424 E WARREN	Youth Related	Service	Closed Temporarily	2	1	0
16840 E WARREN	No Signage	16840 E WARREN	Commercial building	Closed Service	0	3	3	Online says it's "Walker Adult Foster Care" but I can't find an active website or phone number
16543 E WARREN	Wimpy's	16543 E WARREN	Restaurant/Carryout	Closed Food Service	0	3	3	Sign and storefront still in tact (albeit poorly). Online records indicate that it has been permanently closed for some time (over 10 years)
16626 E WARREN	Roslyn	16626 E WARREN	Retail building	Closed Hair	Closed Temporarily	3	3	0
16547 E WARREN	Wimpy's	16547 E WARREN	Restaurant/Carryout	Closed Food Service	0	3	3	Business is located on two parcels
16803 E WARREN	Parking Lot	16803 E WARREN	Pavement	Vacant/Undeveloped Lot	0	P	P	Semi trucks parked in lot
16358 E WARREN	Parking Lot	16358 E WARREN	0	Parking	Open	P	P	0
16434 E WARREN	No signage	16434 E WARREN	0	Commercial Building	Permanently Closed	3	3	Phone number on building 886-7295
16654 E WARREN	Warren Beauty Supply	16653 E WARREN	Personal care retail	Retail	Closed Temporarily	1	1	0
16551 E WARREN	No signage	16551 E WARREN	Former daycare	Vacant Building	0	4	4	Building for sale. Formerly Currie Daycare Center.
16811 E WARREN	Parking Lot	16811 E WARREN	Pavement	Vacant/Undeveloped Lot	0	P	P	0
16364 E WARREN	Parking Lot	16364 E WARREN	0	Parking	Open	P	P	0
16380 E WARREN	HammerTime Hardware	16380 E WARREN	Hardware	Retail	Currently Open	1	1	0
16440 E WARREN	Wine Basket	16440 E WARREN	Liquor	Retail	Currently Open	1	1	0
16510 E WARREN	Vacant lot	16510 E WARREN	0	Vacant/Undeveloped Lot	0	P	P	0
16742 E WARREN	No signage	16742 E WARREN	Retail building	Vacant/Undeveloped Lot	0	P	P	Address on door said 16738. Is apparently conjoined with 16722 E Warren.
16530 E WARREN	No signage	16530 E WARREN	0	Vacant Building	Vacant Buildings	4	4	0
16746 E WARREN	Parking Lot	16746 E WARREN	Pavement	Vacant/Undeveloped Lot	0	P	P	0
16835 E WARREN	Pizza Hut	16835 E WARREN	Restaurant	Closed Food Service	0	3	3	signage says business has been closed since 2018, disrepair
16954 E WARREN	No signage	16954 E WARREN	Retail building	Commercial Building	0	3	3	0
16390 E WARREN	Ziggy's Bar and Grill	16390 E WARREN	Restaurant/bar	Food Service	Closed Temporarily	2	1	Cocktail lounge attached to building
16450 E WARREN	wine basket parking lot	16450 E WARREN	Liquor	Parking	Currently Open	P	P	0
16958 E WARREN	Rob's Deli	16958 E WARREN	0	Food Service	0	1	1	Customers were going in and out.
16505 E WARREN	Discount Tire and Auto Repair	16505 E WARREN	Auto	Auto/Mechanic	0	1	1	Fully operating
16901 E WARREN	No Signage	16901 E WARREN	Retail building	Vacant Building	0	4	4	0
16911 E WARREN	No name	16911 E WARREN	Commercial building	Vacant Building	0	4	4	In good repair, For Sale sign

16703 E WARREN	No signage	16703 E WARREN	Retail building	Vacant/Undeveloped Lot	0	P	P	0
16915 E WARREN	East English Village Bar and Grill	16915 E WARREN	Restaurant	Closed Food Service	0	3	3	still has signage, everything ocked up, could be vacant
16921 E WARREN	Pavement	16921 E WARREN	Pavement	Parking	0	P	P	0
16927 E WARREN	ZAB Cultural Collective	16927 E WARREN	Retail	Arts and Culture	Closed Temporarily	2	2	very well kept, doors closed
16808 E WARREN	good people's barber shop	<b>16808 E WARREN</b>	Hair	Hair	Closed Temporarily	2	1	It looks like a 1 or a 2 but I called the phone number and it said it wasn't in service.
16900 E WARREN	No signage	16900 E WARREN	Retail building	Vacant Building	0	4	4	0
16601 E WARREN	Cole's Castle Day Care	16601 E WARREN	Youth Related	Institutional	Closed Temporarily	2	1	0
16941 E WARREN	Cadieux Auto Sale	16941 E WARREN	Auto	Vacant Building	0	4	4	cars in the lot, building in disrepair
16226 E WARREN	Public Foods	16226 E WARREN	Grocery	Food Service	Currently Open	1	1	0
16711 E WARREN	No signage	16711 E WARREN	No signage	Vacant/Undeveloped Lot	Pavement	P	P	0
16300 E WARREN	Laundry in the D	16300 E WARREN	Cleaners	Laundry/Dry Cleaner	Currently Open	1	1	0
16700 E WARREN	No signage	16700 E WARREN	Retail building	Commercial Building	0	3	3	I met a man who says he owns this building. He also owns "House of BBQ"
16930 E WARREN	No signage	16930 E WARREN	Retail building	Commercial Building	0	3	3	There was a sign on the building that said "ALM Building Contact 313-215-5497"
16715 E WARREN	No signage	16715 E WARREN	Retail building	Vacant/Undeveloped Lot	0	P	P	0
16719 E WARREN	Public Utilities	16719 E WARREN	Radio/Cell Facility	Public	0	1	1	0
16310 E WARREN	Laundry in the D	16310 E WARREN	Cleaners	Laundry/Dry Cleaner	Currently Open	1	1	0
16314 E WARREN	Warren Cafe	16314 E WARREN	Restaurant	Food Service (status unknown)	Permanently Closed	Q	Q	This one was hard to call
16316 E WARREN	No signage	16316 E WARREN	Restaurant	Food Service (status unknown)	Closed Permanently	Q	Q	Building address is 13618 E Warren
16400 E WARREN	Vacant lot	16400 E WARREN	0	Vacant/Undeveloped Lot	0	5	5	0
17041 E WARREN	Parking Lot	17041 E WARREN	Pavement	Parking	0	P	P	0
17000 E WARREN	No sign but online it says "East English Mill	17000 E WARREN	Construction	Closed Service	0	3	3	Looks vacant but online the co appears to have been active on Facebook as recently as February but then the website doesn't work.
17002 E WARREN	Parking Lot	17002 E WARREN	Pavement	Vacant/Undeveloped Lot	0	P	P	I sent a FB message. Will Call Tues. LH called tues 5/26 and left voicemail.
17010 E WARREN	Parking Lot	17010 E WARREN	Pavement	Vacant/Undeveloped Lot	0	P	P	0
17016 E WARREN	East English Village Party Supplies	17016 E WARREN	0	Closed Retail	0	3	3	Was closed when I walked by. Last FB post was from 2017. I sent FB message. Called number posted on sign and it did not go through.
17022 E WARREN	Vacant Lot	17022 E WARREN	0	Vacant/Undeveloped Lot	0	4	4	0
17184 E WARREN	Hair Braiding	17184 E WARREN	Hair	Hair	0	2	2	No web presence. Call to verify. Spoke with owner she says just temporarily closed.
17030 E WARREN	Vacant Lot	17030 E WARREN	0	Vacant/Undeveloped Lot	0	4	4	0
17038 E WARREN	Parking lot/vehicular access for Marathon	17038 E WARREN	0	Parking	0	P	P	This is either a vacant lot or part of Marathon.
17040 E WARREN	marathon	17040 E WARREN	Gas Station	Auto/Mechanic	Currently Open	1	1	Customers going in and out.
17188 E WARREN	No signage	17188 E WARREN	Retail building	Commercial Building	0	3	3	No web presence.
17100 E WARREN	sherwin williams	17100 E WARREN	Hardware	Retail	Closed Temporarily	1	1	Had lots of signs related to COVID. Said hours were reduced. Did not appear to be open when I was there.
17196 E WARREN	Luxury Salon	17196 E WARREN	Hair	Hair	0	2	Q	Not sure they've ever opened. Also address said 17196.
17200 E WARREN	Sterling Dental	17200 E WARREN	Medical	Medical	Closed Temporarily	1	1	Call to verify
17120 E WARREN	Parking Lot	17120 E WARREN	Pavement	Parking	0	P	P	0
17132 E WARREN	No Signage	17132 E WARREN	Retail building	Vacant Building	0	4	4	Empty retail bay.
17136 E WARREN	Window Cleaning & Building Maintenance (	17136 E WARREN	Construction	Service	0	2	2	Laura called Tues 5/26 to see if they were open. Left vm message.
17140 E WARREN	Domino's Pizza	17140 E WARREN	Carry Out	Food Service	Carryout Only	2	2	called at 9:50am Tues 5/26 and no answer. Will try back later today
17144 E WARREN	Parking Lot	17144 E WARREN	Pavement	Parking	0	P	P	0
17148 E WARREN	No signage	17148 E WARREN	Retail building	Vacant Building	0	4	4	Boarded up
17214 E WARREN	APS Tax Service	17214 E WARREN	Tax	Closed Service	0	3	3	Called to verif. Number was given to another business.
17152 E WARREN	No signage	17152 E WARREN	Retail building	Vacant Building	0	4	4	Boarded up
17156 E WARREN	Infinite	17156 E WARREN	Hair	Hair	0	3	3	Last posted on Facebook July 2019
17160 E WARREN	Salon 703	17160 E WARREN	Hair	Hair	0	3	3	0
17228 E WARREN	Legendary Smokehouse BBQ	17228 E WARREN	Food	Closed Food Service	0	3	3	Sign looked good but metal gate was down. No web presence. Call to verify
17164 E WARREN	RM Flyers	17164 E WARREN	Print shop	Closed Service	0	3	3	Called Tues 5/26 got voicemail has not business info. Left a message.
17232 E WARREN	No signage	17232 E WARREN	Retail building	Vacant Building	0	4	4	Boarded up
17168 E WARREN	No signage	17168 E WARREN	Retail building	Commercial Building	0	3	3	Facade in decent shape.
17238 E WARREN	No signage	17238 E WARREN	Retail building	Vacant Building	0	4	4	Boarded up
17017 E WARREN	Detroit Diner	17017 E WARREN	Restaurant	Closed Food Service	0	3	3	0
17172 E WARREN	Fly Nails + Hair Salon	17172 E WARREN	Hair	Hair	0	3	3	Number not in service.
17244 E WARREN	larrys colision	17244 E WARREN	Auto	Auto/Mechanic	Closed Temporarily	3	3	Call to verify
17011 E WARREN	Parking Lot	17011 E WARREN	Parking Lot	Parking	Pavement	P	P	3
17176 E WARREN	Exclusive Cutz	17176 E WARREN	Hair	Hair	Closed Temporarily	2	1	Looks open but was not when I was there. Last google review is from 2 months ago. When called no one answered, there was no business info and voicemail was full.
17180 E WARREN	Detroit Pepper Co	17180 E WARREN	Carry Out	Food Service	Carryout Only	1	1	Carryout only. Met the owner Marlon. He said he wants a trash can, a bike rack and latex gloves. Said I'd call him Tuesday to do the survey.
16235 E WARREN	Comerica Bank	16235 E WARREN	Drive-up ATM	Food Service	0	1	1	Just a drive-up terminal in a parking lot. People were using it as I walked by.
16335 E WARREN	Metro PCS	16335 E WARREN	Phone Store	Retail	Currently Open	1	1	Visibly open. Sign on front door: "Read! Please follow all rules so we stay open. 6 people only at a time. Be courteous"
16351 E WARREN	The Soulfood Shawama Bistro	16351 E WARREN	Restaurant/Carryout	Food Service	0	1	1	Sign on window: "Limit 5 customers at a time". Building address is 16353
16349 E WARREN	Jam Enterprises 3	16349 E WARREN	Screen Printing	Service	0	1	1	Door was open to business with lights on and people inside. Sign on front elevation that says "Serving Detroit Since 1978"
16401 and 16411 E WARREN	i Fix	<b>16401 and 16411 E WARREN</b>	Phone Store	Retail	Currently Open	1	1	0
16355 E WARREN	Pointe Camera Shop	16355 E WARREN	Camera Shop	Commercial Building	0	4	4	Appears permanently closed. No online records of its existence. Identifying signage is faded. Sandwich sign from nextdoor is stored in the doorway.

16301 E WARREN	Warren 3 Mile Liquor	16301 E WARREN	Liquor	Retail	Currently Open	1	1	There is also a billboard in the open space immediately adjacent to the building.
16361 E WARREN B	No signage	<b>No Signage</b>	Retail building	Vacant Building		4	4	Empty retail bay.
16311 E WARREN	Terri's Cakes	16311 E WARREN	Carry Out	Food Service	Development Delayed	2	2	Forthcoming business. No activity occurring on-site though.
16369 E WARREN A	Flamz	<b>16369 E WARREN</b>	Carry Out	Food Service	Closed Temporarily	1	1	Sign: "Carryouts only"
16417 E WARREN	I'm a Blessing Coffee House	16417 E WARREN	Coffee shop	Food Service (status unknown)	0	Q	Q	<b>**Open as of February 24, 2020 (Bernie Sanders' campaign had a roundtable event here)**</b> Addresses for two retail bays: 16417 and 16419. Sign in upstairs window. Overhead doors pulled down in front of windows/doorway. Found a post on landbank's Facebook p Neon signage in upstairs windows turned off. Building looks vacant. Online records indicate this business moved to a new location on E. Jefferson.
16423 E WARREN	Vee's Boutique	16423 E WARREN	Retail building	Vacant Building	0	4	4	Vacant building for sale. Three retail bays: 16319, 16321, and 16323
16321 E WARREN	No signage	<b>16319 E WARREN</b>	Retail building	Vacant Building	0	4	4	Still functional as indicated by active Facebook page.
16225 E WARREN	Saved By Grace Church	16225 E WARREN	Church	Institutional	0	2	2	0
16431 E WARREN	Alger Theater	16431 E WARREN	Theater/Retail	Arts and Culture	0	2	2	Overhead doors pulled down in front of windows/doorway
16393 E WARREN	Red Bowtie Cleaners	16393 E WARREN	Dry cleaners	Closed Dry Cleaners	0	3	3	lights on, doors open, carryout available
5000 CADIEUX B	Wing Snob	<b>5000 CADIEUX</b>	Fast Service Restaurant	Food Service	Carryout Only	1	1	Vacant building for sale. Three retail bays: 16319, 16321, and 16323
16323 E WARREN	No signage	<b>16319 E WARREN</b>	Retail building	Vacant Building	0	4	4	Vacant building for sale. Three retail bays: 16319, 16321, and 16323
16319 E WARREN	No signage	<b>16319 E WARREN</b>	Retail building	Vacant Building	0	4	4	address on buildings (16320)(16332)(16338)
16320 E WARREN	Vacant	<b>16326 E WARREN</b>	0	Vacant Building	Vacant Buildings	4	4	address on buildings (16320)(16332)(16338)
16332 E WARREN	Vacant	<b>16326 E WARREN</b>	0	Vacant Building	Vacant Buildings	4	4	address on buildings (16352)(16348)(4904)(4902)
16348 E WARREN	No signage	<b>16348 E WARREN</b>	0	Commercial Building	Permanently Closed	3	3	address on buildings (16352)(16348)(4904)(4902)
4902 COURVILLE	No signage	<b>16348 E WARREN</b>	0	Commercial Building	Permanently Closed	3	3	address on buildings (16352)(16348)(4904)(4902)
4904 COURVILLE	No signage	<b>16348 E WARREN</b>	0	Commercial Building	Permanently Closed	3	3	address on buildings (16352)(16348)(4904)(4902)
16361 E WARREN A	Barbershop (no signage)	<b>16361 E WARREN</b>	Barber shop	Hair (status unknown)	0	Q	Q	I peered in and saw barber chairs and equipment.
16369 E WARREN B	MorningSide Cafe	<b>16369 E WARREN</b>	Coffee	Food Service	Development Delayed	2	2	Forthcoming business. No activity occurring on-site though.
16369 E WARREN C	Stiletto Stealer	<b>16369 E WARREN</b>	Retail/store	Retail	Closed Temporarily	2	2	0
16419 E WARREN	No signage	<b>16417 E WARREN</b>	No signage	Food Service (status unknown)	0	Q	Q	<b>**Open as of February 24, 2020 (Bernie Sanders' campaign had a roundtable event here)**</b> Addresses for two retail bays: 16417 and 16419. Sign in upstairs window. Overhead doors pulled down in front of windows/doorway. Found a post on landbank's Facebook p
16618 E WARREN	Soul Dollar Soul Food	<b>16620 E WARREN</b>	Restaurant	Food Service	Closed Temporarily	3	3	addresses on buildings Soul Dollar Soul Food (16618)/ Crystal All Love (166622)
16627 E WARREN	Vacant	<b>16621 E WARREN</b>	Retail/Office/Warehouse	Vacant Building	0	4	4	Noticibly vacant. Windows boarded up. Three retail bays: 16627, 16633, 16653
16633 E WARREN	Vacant	<b>16621 E WARREN</b>	Retail/Office/Warehouse	Vacant Building	0	4	4	Noticibly vacant. Windows boarded up. Three retail bays: 16627, 16633, 16653
16653 E WARREN	Tiger Chung Tae Kwan Do	<b>16653 E WARREN</b>	Youth Related	Service	Closed Temporarily	2	2	addresses on building (16644)
16714 E WARREN	No signage	<b>16710 E WARREN</b>	No signage	Vacant Building	0	4	4	I met a man who says he owns this building. He also owns "House of BBQ"
16800 E WARREN	No signage	<b>16808 E WARREN</b>	No signage	Commercial Building	Closed Temporarily	3	3	It looks like a 1 or a 2 but I called the phone number and it said it wasn't in service.
5000 CADIEUX A	Holy Moly Donut	<b>5000 CADIEUX</b>	Fast Service Restaurant	Food Service	Development Delayed	2	1	worker inside the building, appeared to still be under construction

\*bolded if discrepancy w/business address

	May-20	Jun-20	Change
1 - Open	33	42	9
2 - Temporarily Closed	22	12	-10
3 - Permanently Closed	33	33	0
4 - Vacant Building	31	31	0
5 - Vacant Land	1	1	0
P - Parking/Pavement	24	24	0
Q - Undetermined	6	7	1
	150	150	

# APPENDIX F: BUILDING CONDITION INVENTORY

BUILDING CONDITION INVENTORY					
Address	Subarea	Business Name	Bus. Type	Grade	Notes
<b>START: E. WARREN &amp; BEDFORD (NORTH SIDE)</b>					
16205 E WARREN	1	Warren Bedford Dental Center	Medical	C	Corner Building
16209 E WARREN	1	Fair Star In Chop Suey	Restaurant	C	2 story mixed use
16215 E WARREN	1	McGuire cleaners	Cleaners	D	Some windows boarded up
16225 E WARREN	1	Saved By Grace Church	Church	C	Door boarded up may be vacant
16235 E WARREN	1	Comerica Bank	Drive-up ATM	B	No building only drive thru
16301 E WARREN	1	Warren 3 Mile Liquor	Liquor	C	Steady foot traffic
16311 E WARREN	1	Terri's Cakes	Carry Out	C	//
16319 E WARREN	1	No signage	Retail building	D	Vacant
16335 E WARREN	1	Metro PCS	Phone Store	B	Good condition/ Corner building
16349 E WARREN	1	Jam Enterprises 3	Screen Printing	C	Side shingles falling off
16351 E WARREN	1	The Soulfood Shawarma Bistro	Restaurant/Carryout	C	Large roll down security door
16355 E WARREN	1	Pointe Camera Shop	Camera Shop	C	Large iron gates in front of windows
16361 E WARREN	1	Barbershop (no signage)	Barber shop	D	Iron gates inside of store windows
16361 E WARREN	1	No Signage	Retail building	C	Vacant
16369 E WARREN	1	Flamz	Carry Out	C	Great condition, new bricks and windows
16369 E WARREN	1	MorningSide Cafe	Coffee	B	//
16369 E WARREN	1	Stiletto Stealer	Retail/store	B	Cracked sidewalk
16393 E WARREN	1	Red Bowtie Cleaners	Dry cleaners	D	Paint fading Corner building
16401 E WARREN	1	i Fix	Phone Store	C	Corner building new signage
16411 E WARREN	1	i Fix	Phone Store	C	Cracked sidewalk
16417 E WARREN	1	I'm a Blessing Coffee House	Coffee shop	C	New stone placed in front of building/ Roll down security door
16423 E WARREN	1	Vee's Boutique	Retail building	A	Great condition most well kept in section 1/ patches of new sidewalk
16431 E WARREN	1	Alger Theater	Theater/Retail	C	Signage needs replacing, may pose a hazard/ Poor sidewalk condition/ Corner building
16505 E WARREN	1	Discount Tire and Auto Repair	Auto	C	Corner building/ Further setback
16521 E WARREN	1	No Signage	Mixed-use	C	Vacant
16535 E WARREN	1	No sigangce	Warehouse	C	Vacant
16543 E WARREN	1	Wimpy's	Restaurant/Carryout	D	Building frontage needs updating
16547 E WARREN	1	Wimpy's	Restaurant/Carryout	D	Poor sidewalk condition
16551 E WARREN	1	No Signage	Former daycare	B	Corner building/ Building seems updated
16601 E WARREN	1	Cole's Castle Day Care	Youth Related	B	Poor sidewalk conditions
16611 E WARREN	1	Cole's Castle Day Care	Playground/courtyard	B	Poor sidewalk condition
16619 E WARREN	1	House of bbq	Carry Out	C	Signage is falling apart
16621 E WARREN	1	No Signage	Retail/Office/Warehouse	D	Vacant/ Unkept, bad shape.
<b>END: E. WARREN &amp; YORKSHIRE (NORTH SIDE)</b>					
<b>START: E. WARREN &amp; YORKSHIRE (NORTHSIDE)</b>					
16703 E WARREN	2	No Signage	Pavement	D	Two story; first level windows and doors boarded; awning missing from 2nd level windows
16711 E WARREN	2	No Signage	Pavement	C	Vacant lot, poor condition
16715 E WARREN	2	No Signage	Pavement	C	//
16719 E WARREN	2	Public Utilities	Radio/Cell Facility	n/a	n/a; unsightly
16723 E WARREN	2	No Signage		C	Former "Luxury Taxes"; missing awning/signage
16729 E WARREN	2	No Signage	Office	D	Boarded windows and door, damaged glass block windows; overgrown foliage near entrance
16803 E WARREN	2	Parking Lot	Pavement	B	Large parking lot with good lighting; fairly maintained
16811 E WARREN	2	Parking Lot	Pavement	B	" "
16835 E WARREN	2	Pizza Hut	Restaurant	B	Presumably recently vacant; in good condition
16901 E WARREN	2	No Signage		B	Missing awning, one damaged glass block
16911 E WARREN	2	No Name		B	Brick and glass block windows look good
16915 E WARREN	2	East English Village Bar and Gri	Restaurant	A	Beautiful "washed river rock" exterior, overall great condition
16921 E WARREN	2	Parking Lot	Pavement	D	Dumped trash and debris; significant deterioration; overgrown foliage
16927 E WARREN	2	ZAB Cultural Collective	Retail	A	Excellent maintained structure
16941 E WARREN	2	Cadioux Auto Sale	Auto	C	Existing/operational business; visible cracks in building structure
17011 E WARREN	2	Parking Lot	Pavement	C	Uneven pavement, very cracked and overgrown foliage
17017 E WARREN	2	Detroit Diner	Restaurant	B	Well maintained "tumbled stone" exterior, single broken window board
17041 E WARREN	2	Parking Lot	Pavement	B	Good condition; cracks and slightly sloping lot
17045 E WARREN	2	Complete Major/Minor Auto Re	Auto	A	Excellent maintained structure
5000 CADIEUX A	2	Holy Moly Donut	Fast Service Restaurant	A	Excellent maintained structure (newer)
5000 CADIEUX B	2	Wing Snob	Fast Service Restaurant	A	//
17131 E WARREN	2	Blue Pointe	Restaurant	B	Presumably natural "wear and tear" but good condition otherwise
17155 E WARREN	2	Warren Cadieux Auto Repair	Auto	A	Excellent maintained structure
17163 E WARREN	2	No Signage	Office	A	//
17169 E WARREN	2	No Signage	Office	A	//
17175 E WARREN	2	Public Utilities	Cell Tower	n/a	n/a; unsightly
17183 E WARREN	2	Parking Lot	Pavement	A	Pavement looks great w/no stormwater issues, no cracks
17189 E WARREN	2	Parking Lot	Pavement	A	//
17191 E WARREN	2	Donovan Veterinary Hospital	Medical	B	Building in good condition, minor repairs needed
17241 E WARREN	2	family dollar 2	Dollar Store	A	Excellent maintained structure
<b>END: E. WARREN &amp; GUILFORD (NORTH SIDE)</b>					
<b>START: E. WARREN &amp; GUILFORD (SOUTH SIDE)</b>					
16700 E WARREN	3	No signage		C	Former auto repair
16710 E WARREN	3	No signage		D	Difficult to tell distinction between next three parcels and addresses don't match, boarded up, appear long vac
16722 E WARREN	3	No signage		D	Not as bad as 16710, but no apparent entryway or windows
16734 E WARREN	3	No signage		C	Windows, steel shutter
16742 E WARREN	3	Parking lot		N/A	D, Poorly maintained
16746 E WARREN	3	Parking lot		N/A	D, Poorly maintained
16808 E WARREN	3	Good People's Beauty and Bar	Barber shop	A	Looks relatively good, and like it has been operating recently; but parking lot could use a little update
16822 E WARREN	3	Mr. S's	Party store	B	Mostly the parking lot part of the store, some
16830 E WARREN	3	Mr. S's	Party store	B	Connected to 16822 building, façade looks like it is in slightly better shape
16840 E WARREN	3	No signage		B	Some minor fixes required, but looks okay structurally
16900 E WARREN	3	No signage		B	No tenant, brickwork looks okay
16930 E WARREN	3	No signage		B	Boarded, looks like low-intensive industrial use, structure looks okay
16950 E WARREN	3	Early Learning Prep	Youth services	A	Operating, structure good; parking lot
16954 E WARREN	3	No signage		C	Building looks poorly maintained
16958 E WARREN	3	Rob's Deli	Restaurant	A	
17000 E WARREN	3	No signage		B	Cracking facade, but looks okay structurally; windows fine
17002 E WARREN	3	Parking lot		N/A	B, Has parking blocks; no holes, but weeds
17010 E WARREN	3	Vacant or parking lot		N/A	B, Could have been parking, but no parking blocks... looks separate to 17002
17016 E WARREN	3	East English Village Party Supplies		B	Looks closed; steel shutters on door and window, signage would need replacing
17022 E WARREN	3	Vacant		N/A	Connected to 17030 and 17028
17030 E WARREN	3	Vacant		N/A	Connected to 17022 and 17038
17038 E WARREN	3	Vacant		N/A	Connected to 17022 and 17030
17040 E WARREN	3	Marathon	Gas station	A	
17100 E WARREN	3	Sherwin Williams	Hardware	A	
17120 E WARREN	3	Parking lot		N/A	A, Maintained
17132 E WARREN	3	No signage		C	Boarded, shrubs
17136 E WARREN	3	K Window Cleaning and Building Maintenance		C	
17140 E WARREN	3	Domino's Pizza	Carry out	A	Boarded, but looks like for protection
17144 E WARREN	3	Parking lot		N/A	B, Could be vacant, but next door Domino's has a side door
17148 E WARREN	3	No signage		D	Crumbling brick, no entryway in front (maybe back?), boarded
17152 E WARREN	3	No signage		D	Crumbling brick, boarded door and windows
17156 E WARREN	3	Infinite		B	Facade worn, but functional
17160 E WARREN	3	Salon 703		B	Windows boarded
17164 E WARREN	3	RM Flyers		B	
17168 E WARREN	3	No signage		A	Building looks maintained
17172 E WARREN	3	Fly Nails and Hair Salon		B	Worn, but functional
17176 E WARREN	3	Exclusive Cutz	Barber shop	A	Has been maintained
17180 E WARREN	3	Detroit Pepper Co	Carry out	A	New brick, best building on the block
17184 E WARREN	3	Jabah-B Best African Hair Braid Salon		B	Maintained
17188 E WARREN	3	No signage		A	Brick and windows look good
17194 E WARREN	3	219 Luxury Salon		B	Building looks fairly new, but minor issues, does not look like it's been maintained; address confusion
17200 E WARREN	3	Sterling Dental	Medical	A	Maintained, does not appear to be any noticeable issues
17214 E WARREN	3	APS Tax Service		C	Worn, but functional

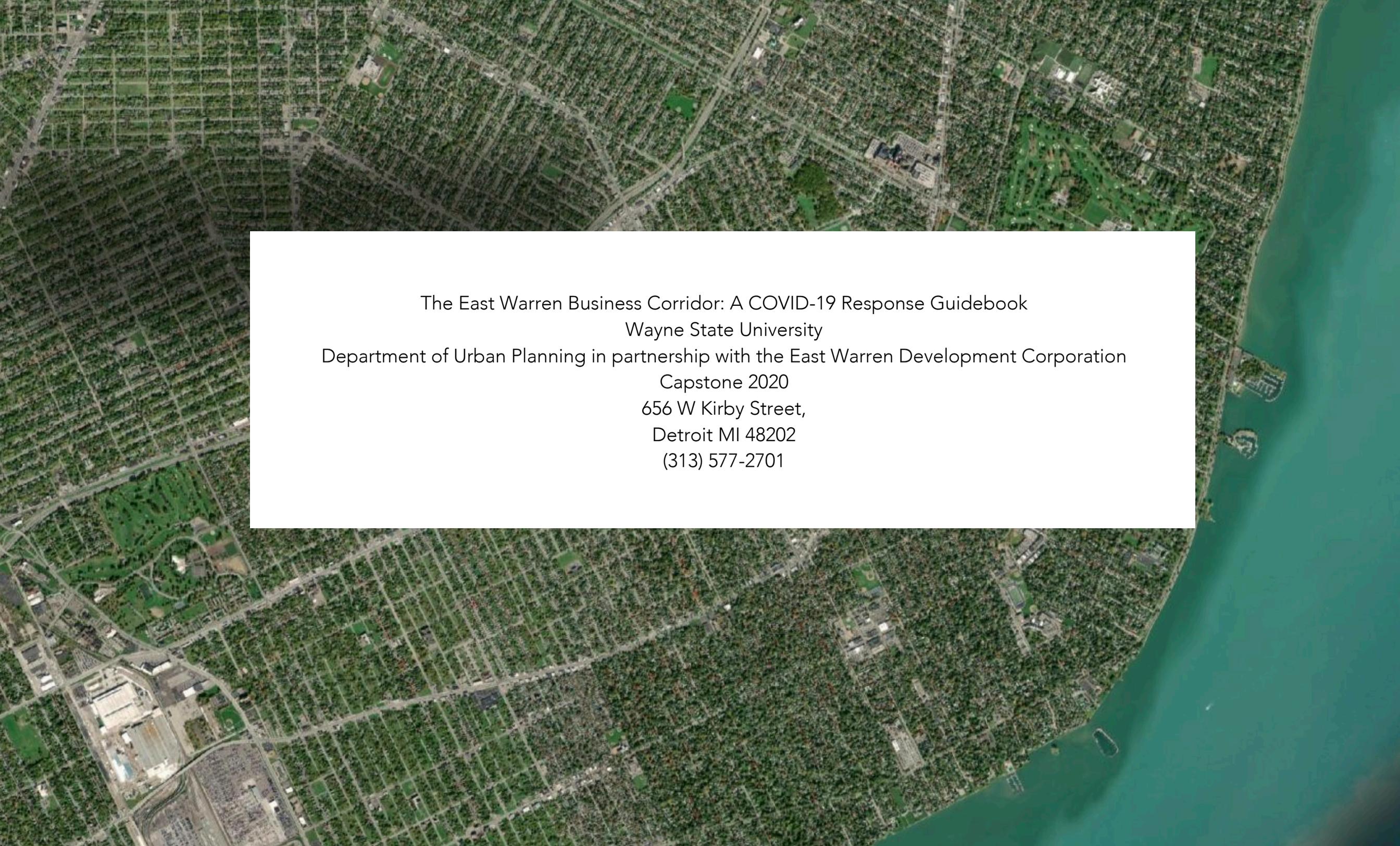
17228 E WARREN	3	Legendary Smokehouse BBQ		B	Steel shutters, signage and roof in decent shape
17232 E WARREN	3	No signage		C	Boarded up, facade doesn't look great
17238 E WARREN	3	No signage		A	Some windows boarded up
17244 E WARREN	3	Larry's Collision	Auto	C	Building looks worn and faded, esp. signage, but functional

**END: E. WARREN & YORKSHIRE (SOUTHSIDE)**

**START: E. WARREN & YORKSHIRE (SOUTHSIDE)**

16200 E WARREN	4	Jeanie's J Spot	Bar	A	Historic structure. Corner semi-off street parking.
16206 E WARREN	4	Executive Image	Printing?	D	Vacant/boarded
16226 E WARREN	4	Public foods	Grocery	A	Sidewalk is older, cracked and uneven.
16300 E WARREN	4	AAA Dry Cleaners	Cleaners	A	New mural on side of building (corner). Semi-off-street parking
16310 E WARREN	4	Extension of AAA cleaners	Cleaners	B	Wood panel facade, aging.
16314 E WARREN	4	Warren Cafe	Bar	C	Vacant/boarded. Secure.
16316 E WARREN	4	?	?	C	Vacant/boarded. Secure.
16326 E WARREN	4	Closed tax service biz	taxes	D	Vacant/boarded. Damaged facade
16348 E WARREN	4	Vacant historic building (multipl	Commercial unknown	B	Historic structure. some windows boarded and secure.
16358 E WARREN	4	Vacant historic building (multipl	Commercial unknown	B	"
16364 E WARREN	4	Vacant historic building (multipl	Commercial unknown	B	"
16380 E WARREN	4	Hammertime Hardware	Hardware	A	No windows, cracked sidewalk
16390 E WARREN	4	Ziggy's Bar and Grill	Bar/Restaurant	A	Corner building, semi-off-street parking
16400 E WARREN	4	no structure	vacant lot	n/a	dirt lot/litter
16422 E WARREN	4	?	Vacant	D	Old wooden facade, roll down security door.
16424 E WARREN	4	Royalty Dance Studio	Youth Related	B	Aging, but kept up
16434 E WARREN	4	?	Closed Clothing biz	C	Roll down security door
16440 E WARREN	4	wine basket	Liquor	A	Brick facade of store expansion
16450 E WARREN	4	wine basket	Liquor	A	
16500 E WARREN	4	royal auto clinic	Auto	B	Set back, cars in front lot and parked over sidewalk
16510 E WARREN	4	Parking lot	Flat lot - asphalt	n/a	Unkempt flat lot.
16530 E WARREN	4	Charter One Bank - Closed	Bank Branch- Closed	D	vacant/boarded. Building set back, Large off-street lot, suburban style bank branch
16596 E WARREN	4	Drive Thru ATM	ATM - Defunct	D	ATM for closed bank next door.
16602 E WARREN	4	Parking lot	Parking lot for cleaners	n/a	
16610 E WARREN	4	Quickie Dry Cleaners	Cleaners	A	Wooden facade, fresh paint, newer awnings
16620 E WARREN	4	Soul Dollar Soul Food - Closed	Restaurant - Closed	B	Vacant, but kept up
16626 E WARREN	4	Roslyn Fashion/Salon	Beauty	A	Facade ok, sidewalk torn up nearly impassible
16654 E WARREN	4	warren beauty supply	Barber shop	A	Sidewalk damage
16654 E WARREN	4	tiger chung tae kwan do	Youth Related	A	Narrow sidewalk, grass easement.

**END: E. WARREN & BEDFORD (SOUTHSIDE)**

An aerial photograph of a city grid, likely Detroit, Michigan, showing a dense network of streets and green spaces. A large white rectangular box is overlaid in the center of the image, containing text. The text is centered and reads: "The East Warren Business Corridor: A COVID-19 Response Guidebook", "Wayne State University", "Department of Urban Planning in partnership with the East Warren Development Corporation", "Capstone 2020", "656 W Kirby Street,", "Detroit MI 48202", and "(313) 577-2701".

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