



CUYAHOGA COUNTY COUNCIL

ECONOMIC DEVELOPMENT & PLANNING COMMITTEE

CUYAHOGA COUNTY ADMINISTRATIVE HEADQUARTERS

4th FLOOR

MEETING AGENDA

MONDAY, DECEMBER 1, 2025—1:00 P.M.

Committee Members

Patrick Kelly, Chair | Dist. 1

Meredith M. Turner, Vice Chair | Dist. 9

Michael J. Gallagher | Dist. 5

Dale Miller | Dist. 2

Sunny M. Simon | Dist. 11

1. CALL TO ORDER

2. ROLL CALL

3. PUBLIC COMMENT

4. APPROVAL OF MINUTES FROM THE JULY 14, 2025 MEETING

5. MATTERS REFERRED TO COMMITTEE

- a) R2025-0338: A Resolution authorizing an Economic Development Loan in the amount not-to-exceed \$2,000,000.00 to Village of Joy Corporation or their designee, to facilitate the development of a birthing center located at 1792 East 65th Street, in the City of Cleveland; authorizing the County Executive and/or the Director of Development to execute all documents consistent with said loan and this Resolution; and declaring the necessity that this Resolution become immediately effective.

6. MISCELLANEOUS BUSINESS

7. ADJOURNMENT

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MEETING MINUTES
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Committee Members

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Michael J. Gallagher | Dist. 5
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1. CALL TO ORDER

Chairman Kelly called the meeting to order at 1:03 p.m.

2. ROLL CALL

Mr. Kelly asked Assistant Deputy Clerk Georgakopoulos to call the roll. Committee members Kelly, Gallagher and Miller were in attendance and a quorum was determined. Ms. Turner and Ms. Simon arrived after the roll call was taken.

3. PUBLIC COMMENT

There were no public comments given.

4. APPROVAL OF MINUTES FROM THE JUNE 16, 2025 MEETING

A motion was made by Mr. Gallagher, seconded by Mr. Miller and approved by unanimous vote to approve the minutes from the June 16, 2025 meeting.

5. MATTERS REFERRED TO COMMITTEE

- a) R2025-0239: A Resolution authorizing an amendment to Contract No. 4663, a Development Loan, in the amount not-to-exceed \$10,000,000.00 to Playhouse Square Foundation for the benefit of The Lumen at Playhouse Square Project to extend the maturity date to September 13, 2028 upon payment of \$3,500,000.00 in principal plus accrued and unpaid interest on or before September 30, 2025; authorizing the County Executive or the Director of Development to execute all documents consistent with said loan and this Resolution; and declaring the necessity that this Resolution become immediately effective.

Mr. Bryan Edwards, Loan Portfolio Manager for the Department of Development and Mr. Nathan Kelly, President of Real Estate Services for Playhouse Square, addressed the Committee regarding Resolution No. R2025-0239. Discussion ensued.

Committee members asked questions of Mr. Edwards and Mr. Kelly pertaining to the item, which they answered accordingly.

On a motion by Mr. Kelly with a second by Mr. Miller, Resolution No. R2025-0239 was considered and approved by unanimous vote to be referred to the full Council agenda for second reading.

6. MISCELLANEOUS BUSINESS

There was no miscellaneous business.

7. ADJOURNMENT

With no further business to discuss, Chairman Kelly adjourned the meeting at 1:28 p.m., without objection.

County Council of Cuyahoga County, Ohio

Resolution No. R2025-0338

<p>Sponsored by: County Executive Ronayne/Department of Development</p> <p>Co-sponsored by: Councilmembers Miller, Conwell and Turner</p>	<p>A Resolution authorizing an Economic Development Loan in an amount not-to-exceed \$2,000,000.00 to Village of Joy Corporation or their designee, to facilitate the development of a birthing center located at 1792 East 65th Street, in the City of Cleveland; authorizing the County Executive and/or the Director of Development to execute all documents consistent with said loan and this Resolution; and declaring the necessity that this Resolution become immediately effective.</p>
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WHEREAS, the County Executive/Department of Development recommends an Economic Development Loan in an amount not-to-exceed \$2,000,000.00 to Village of Joy Corporation or their designee, to facilitate the development of a birthing center located at 1792 East 65th Street, in the City of Cleveland; and

WHEREAS, the primary goal of this loan is for real estate acquisition, construction, furniture, fixtures, equipment, and soft costs; and

WHEREAS, this project is anticipated to create 9 new jobs; and

WHEREAS, the County will loan \$2,000,000.00 with an initial term of 2-year interest only followed by 15 years principal and interest payments based on a 15-year amortization schedule at a 5.5% interest rate; and

WHEREAS, this project is funded 100% by Economic Development Fund; and

WHEREAS, this project is located in Cuyahoga County Council District 7; and

WHEREAS, it is necessary that this Resolution become immediately effective in order that critical services provided by Cuyahoga County can continue.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNTY COUNCIL OF CUYAHOGA COUNTY, OHIO:

SECTION 1. That the Cuyahoga County Council hereby authorizes an Economic Development Loan in an amount not-to-exceed \$2,000,000.00 to

Village of Joy Corporation or their designee, to facilitate the development of a birthing center located at 1792 East 65th Street, in the City of Cleveland.

SECTION 2. That the County Executive and/or the Director of Development are authorized to execute all documents consistent with said loan and this Resolution.

SECTION 3. That this Resolution shall sunset twelve (12) months after County Council approval should the authorized action have not occurred by that date. In the event this Resolution sunsets prior to the authorized action taking place, the Director of Development shall notify the Clerk of Council in writing. The Clerk of Council shall record the sunseting of this Resolution in the Council's journal.

SECTION 4. It is necessary that this Resolution become immediately effective for the usual daily operation of the County; the preservation of public peace, health or safety in the County; and any additional reasons set forth in the preamble. Provided that this Resolution receives the affirmative vote of at least eight members of Council, it shall take effect and be in force immediately upon the earliest occurrence of any of the following: (1) its approval by the County Executive through signature, (2) the expiration of the time during which it may be disapproved by the County Executive under Section 3.10(6) of the Cuyahoga County Charter, or (3) its passage by at least eight members of Council after disapproval pursuant to Section 3.10(7) of the Cuyahoga County Charter. Otherwise, it shall take effect and be in force from and after the earliest period allowed by law.

SECTION 5. It is found and determined that all formal actions of this Council relating to the adoption of this Resolution were adopted in an open meeting of the Council, and that all deliberations of this Council and of any of its committees that resulted in such formal action were in meetings open to the public, in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code.

On a motion by _____, seconded by _____, the foregoing Resolution was duly adopted.

Yeas:

Nays:

County Council President

Date

County Executive

Date

Clerk of Council

Date

First Reading/Referred to Committee: November 25, 2025

Committee(s) Assigned: Economic Development & Planning

Additional Sponsorship Requested on the Floor: November 25, 2025

Journal _____
_____, 20____

ECONOMIC DEVELOPMENT LOAN TRANSACTIONS

Title	2025 – Department of Development; Village of Joy Corporation or designee; Economic Development Loan; Portfol Loan No. 387-01-01
Department or Agency Name	Department of Development
Requested Action	<input checked="" type="checkbox"/> Contract <input type="checkbox"/> Agreement <input type="checkbox"/> Other (please specify):

Original (O)/ Amendment (A-#)	Contract No. (If PO, list PO#)	Vendor Name	Time Period	Amount	Date BOC Approved/ Council's Journal Date	Approva l No.
O	Pending	Birthing Beautiful Communities or Designee	17 Years	\$2,000,000	Pending	Pending

<p>Loan Description and Terms. Department of Development is seeking approval of an Economic Development Loan to Village of Joy Corporation, a newly created entity principally owned by Birthing Beautiful Communities. The entity has been created to facilitate the development of a birthing center located 1792 East 65th Street Cleveland, Ohio.</p> <p>Loan Amount: not to exceed \$2,000,000</p> <p>Loan Terms: 2 years interest-only followed by 15 years P&I based on a 15-year amortization at 5.5% interest.</p> <p>Loan Security: A subordinate mortgage and assignment of leases and rents, and a corporate guarantee from Birthing Beautiful Communities.</p> <p>Project Purpose/Goals, Outcomes(List 3):</p> <p>Development of vacant site, providing access to essential services to an underserved population, and creation of new jobs</p> <p>Loan proceeds may be used for real estate acquisition, construction, furniture, fixtures, equipment, and soft costs related to the project at 1792 East 65th Street Cleveland, OH</p> <p>Number of Jobs created: 9 Number of Jobs retained: 0</p>
<p>If a County Council item, are you requesting passage of the item without 3 readings. <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No</p>

<p>In the boxes below, list Borrower/Vendor, Name, Street Address, City, State and Zip Code. Beside each vendor/contractor, etc. provide owner, executive director, other (specify)</p>	
<p>Vendor Name and address:</p>	<p>Owner, executive director, other (specify):</p>
<p>Village of Joy Corporation 3043 Superior Ave Cleveland, OH 44114</p>	<p>Jazmin Long, President & CEO</p>
<p>Vendor Council District: 7</p>	<p>Project Council District: 7</p>

If applicable provide the full address or list the municipality(ies) impacted by the project.	1792 East 65th Street Cleveland, OH
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NON-COMPETITIVE PROCUREMENT - X
Provide a short summary for not using competitive bid process.
Economic Development Loan
<input type="checkbox"/> Exemption
<input type="checkbox"/> Alternative Procurement Process
<input type="checkbox"/> Contract Amendment <i>(list original procurement)</i>
<input checked="" type="checkbox"/> Other Procurement Method, please describe: Loan

FUNDING SOURCE: i.e. General Fund, Health and Human Services Levy Funds, Community Development Block Grant <i>(No acronyms i.e. HHS Levy, CDBG, etc.). Include % if more than one source.</i>
Economic Development Fund
Is funding for this included in the approved budget? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No (if "no" please explain):
Payment Schedule: <input checked="" type="checkbox"/> Invoiced <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> One-time <input checked="" type="checkbox"/> Other (please explain): Reimbursement for costs

Provide status of project.	
Is contract late <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes, In the fields below provide reason for late and timeline of late submission	
Reason:	
Timeline:	
Project/Procurement Start Date (date your team started working on this item):	
Date documents were requested from vendor:	
Date of insurance approval from risk manager:	
Date Department of Law approved Contract:	
Date item was entered and released in Infor:	
Detail any issues that arose during processing in Infor, such as the item being disapproved and requiring correction:	
If late, have services begun? <input type="checkbox"/> No <input type="checkbox"/> Yes (if yes, please explain)	
Have payments be made? <input type="checkbox"/> No <input type="checkbox"/> Yes (if yes, please explain)	

HISTORY (see instructions):
N/A



Cuyahoga County Community Improvement Corporation (CCCIC)

Economic Development Loan PRESENTATION PACKAGE

Birthing Beautiful Communities Chester Avenue Birthing Center



Matthew Keri
Senior Development Finance Analyst
(216) 443-6216
mkeri@cuyahogacounty.gov
November 13, 2025

SITUATION OVERVIEW

CCCIC Review Date:	November 13, 2025
Sponsor/Developer:	Birthing Beautiful Communities
Project:	Chester Avenue Birthing Center
Type:	Business Growth
Address:	1792 East 65 th Street Cleveland, OH 44103
Council District:	District 7 – Yvonne Conwell
DOD Program:	Business Growth and Attraction Loan
Funding Partners:	PNC (Senior Lender) NEODF (NMTC Allocator) Cleveland Foundation (Grant and Loan) City of Cleveland (Grant and Loan) Cuyahoga County (Grant and Loan) State of Ohio (Grant) MacKenzie Scott Foundation (Grant) Northeast Ohio Regional Sewer District (Grant) Key Bank (Grant) Gund Foundation (Grant)
ED Benefits:	Within 3 years, this project is expected to create 9 new to the county full time jobs with a collective annual payroll of approximately \$774,000.
Rationale for County Participation:	<p><u>Jobs Created:</u> Project will create a minimum of 9 new full-time jobs in Cuyahoga County with an annual payroll of approximately \$774,000.</p> <p><u>Economic Impact:</u> Productive reuse of highly visible, vacant land along a major commercial corridor.</p> <p><u>Community Impact:</u> The project will revitalize a long-vacant site along Chester Avenue in Cleveland, bringing economic activity and access to healthcare services to the community.</p>
DOD Recommendation:	<p>The Department of Development believes that the Project represents an acceptable risk for the County. The County's loan will have a lien on the real estate. The cash-flows are projected to cover all debt. The loan will also be secured by a corporate guarantee of Birthing Beautiful Communities.</p> <p>DOD, therefore, recommends approval of the Cuyahoga County Economic Development Loan.</p>
CCCIC Policy Exceptions:	<p><u>Loan to Value:</u> The Program typically requires that the ratio of the loan to the value of the collateral be no higher than 90%. This loan will have an LTV of 154%.</p> <p><u>Job Creation:</u> The program typically requires that borrowers create at least 1 job for every \$35,000 lent to the Project. This Project is expected to create 1 job for every \$222,222 lent.</p> <p><u>Equity Contribution:</u> The Program typically requires that borrowers contribute at least 10% of the total project cost as equity. This borrower is not expected to invest equity in the Project.</p>

PROJECT DETAILS

Operating Company:	Birthing Beautiful Communities is a nonprofit organization dedicated to improving maternal and infant health outcomes in underserved communities, particularly among Black, Indigenous, and People of Color. BBC builds community capacity by training and deploying perinatal support persons (doulas), providing culturally appropriate education and advocacy, and directly offering midwifery-led care. The organization is governed by a mission of improving systemic and community structures that lead to poor birth outcomes, and it has already assisted over 2,000 women, babies, and families. BBC seeks to expand access to midwifery and wellness services, addressing racial disparities in birth and gynecologic outcomes by delivering trauma-informed, relationship-based, prevention-focused care.
Project Team:	President and CEO of Birthing Beautiful Communities: Jazmin Long Chief of Growth & Expansion of Birthing Beautiful Communities: Khrys Shefton General Contractors: AKA Team and Whiting-Turner Owner's Representative: August Fluker, Fluker Consulting, LLC Consultants: Alex Aydin, Novogradac
Description:	<p>The proposed Birth Center will be a freestanding facility opened in 2026, operated under the management of BBC's leadership. It will be staffed by nurse-midwives and a collaborating physician (as required) and will follow the care standards advocated by the American Association of Birth Centers. The model emphasizes holistic women's health care: midwives will serve as primary care providers for life-course gynecologic and obstetric needs, managing both routine and acute conditions, providing educational support, and prioritizing prevention. The service mix is expected to be about 70% obstetrics and 30% gynecology, and payor sources will include Medicaid, private insurance, and private-pay clients in roughly equal thirds.</p> <p>The center is located in Cleveland's Hough neighborhood, an area with disproportionately high infant and maternal mortality and limited access to non-hospital birthing options. There are currently no other freestanding birth centers in Greater Cleveland, giving this project a potentially unique role in the local service ecology. The Birth Center plans strong referral links with area hospitals and specialists to manage risk and transfers, and growth targets include attending ~50 births in the first full year and expanding births and clients significantly afterward.</p> <p>Culturally tailored care is central: trauma-informed, family-centered, community-based support is emphasized, including services for gynecologic care, family planning, well-woman exams, and childbirth education. Client engagement and retention are key: marketing and outreach will leverage local relationships, doulas, social media, schools, community events, and health fairs. The Birth Center seeks to foster trust and improve health outcomes by offering accessible, welcoming, high-quality alternatives to traditional hospital-based care, especially for Black women and families of color.</p>
Components:	9 New to the County Full Time Employees 31,799 sq ft of New Construction Medical Office Space
Risks & Mitigants	<p><u>Construction Risk:</u> Construction risk is mitigated by the involvement of an experienced construction management team overseeing the buildout of the facility and will be supported by professional construction oversight and draw administration to ensure cost control and adherence to schedule.</p> <p><u>Repayment Risk:</u> Repayment risk is mitigated by multiple committed and anticipated permanent funding sources, including public, philanthropic, and private-sector partners. The County loan will be supported by collateral documentation and subordinate to senior project financing, with repayment expected from long-term financing proceeds or operating cash flow once the birth center is stabilized.</p>

PROJECT SOURCES/USES

Sources	Amount	%	Uses	Amount	%
QLICI A Loan	\$5,927,084	45.8%	Acquisition	\$59,850	0.5%
Cleveland Foundation Loan	\$500,000	3.9%	Site & Exterior Work	\$1,449,387	11.2%
MacKenzie Scott Grant	\$2,000,000	15.5%	Core & Shell	\$2,096,409	16.2%
Cleveland Foundation Grant	\$1,000,000	7.7%	Interior Finishes	\$2,126,144	16.4%
City of Cleveland ARPA Grant	\$1,000,000	7.7%	Systems & Equipment	\$2,663,066	20.6%
State of Ohio Grant	\$800,000	6.2%	Construction Related Fees	\$1,855,931	14.3%
Key Bank Grant	\$400,000	3.1%	Hard Cost Contingency	\$250,000	1.9%
Northeast Ohio Regional Sewer District Grant	\$227,084	1.8%	Architectural & Engineering	\$912,424	7.1%
QLICI B Loan	\$3,082,700	23.8%	NMTC Fees and Transaction Co	\$595,000	4.6%
PNC State NMTC Equity	\$650,000	5.0%	Other Soft Costs	\$407,062	3.1%
PNC Federal NMTC Equity	\$2,702,700	20.9%	NEODF NMTC Reserve	\$426,000	3.3%
NMTC Fees	(\$270,000)	-2.1%	QLICI Loan Interest	\$92,120	0.7%
Outside NMTC Sources	\$3,923,609	30.3%			
Cuyahoga County Loan	\$2,000,000	15.5%			
City of Cleveland Loan	\$750,000	5.8%			
Gund Foundation Grant	\$600,000	4.6%			
County Grant	\$500,000	3.9%			
Leverage Loan Interest	\$73,609	0.6%			
Total	\$12,933,393	100%		\$12,933,393	100%

- Total project cost is estimated to be \$12,933,393.
- The QLICI A note will be interest-only at 1% until the unwind of the NMTC structure at the beginning of Year 8. funded via a leverage loan made by Birthing Beautiful Communities. The leverage loan, in turn, will be funded by a mixture of grants, a Program-Related Investment loan from the Cleveland Foundation.
 - The PRI Loan will be lent at 1% and have no repayments due until the NMTC structure unwinds at Year 8 when the loan and all accumulated interest will be due in full. The loan is unsecured.
- PNC will contribute a \$3.08 million equity investment to the Project which will enter the Project via the QLICI B note. The investment will enter the project as debt which will be interest-only at 1% until the NMTC structure unwinds in Year 8 at which point PNC will be able to exercise a put-option for \$1,000 to transfer their interest in the NMTC investment fund to Sponsor, simultaneously eliminating the QLICI B note.

SUMMARY OF COUNTY TERMS

Borrower:	Village of Joy Corporation
Guarantor(s):	Birthing Beautiful Communities
Loan Amount:	\$2,000,000
Commitment Fee:	2.0% of the loan amount
Interest Rate:	5.50% Fixed
Term:	17 Years (2 years interest only, followed by 15 years fully amortizing)
Repayment:	The loan repayment schedule consists of two years of interest-only payments, followed by fifteen years of monthly principal and interest payments on a fully amortizing basis.
Collateral:	A second position mortgage on the property located at 1792 East 65th Street Cleveland, OH 44103.
Covenants:	Borrower will report annual audited consolidated financial statements of Guarantor Birthing Beautiful Communities and will establish and fully fund a reserve account equal to twelve (12) months of scheduled County loan payments no later than twelve (12) months following issuance of the certificate of occupancy.
Other:	None.

PROJECT DEBT SCHEDULE

	QLICI A	QLICI B	Cuyahoga County	City of Cleveland	Total
Loan Amount	\$5,737,300	\$3,082,700	\$2,000,000	\$750,000	\$11,570,000
<u>Interest Rate</u>					
Construction	1.00%	1.00%	5.50%	3.00%	
Perm	1.00%	1.00%	5.50%	3.00%	
Total Term	7 Years	7 Years	17 Years	10 Years	
Construction	N/A	N/A	2 Years	1 Year	
Perm	7 Years	7 Years	15 Years	9 Years	
<u>Amortization</u>					
Construction	Interest Only	Interest Only	Interest Only	Interest Only	
Term	Interest Only	Interest Only	15 Years	9 Years	
<u>Annual Debt Service</u>					
Construction	\$57,373	\$30,827	\$110,000	\$22,500	\$220,700
Perm	\$57,373	\$30,827	\$196,100	\$95,192	\$379,492

- New Markets Tax Credit Default Risks:
 - **Regulatory Compliance Risk:** Failure to maintain QALICB eligibility, proper use of funds, or reporting requirements under NMTC regulations could trigger tax credit recapture and guarantor liability.
 - **Loan & Payment Default Risk:** Missed QLICI loan, servicing, or compliance fee payments, or any prohibited prepayment during the seven-year compliance period, would constitute default.
 - **Construction & Performance Risk:** Delays, cost overruns, or failure to complete the project as required could trigger completion and cost-overrun guarantees.
 - **Guarantor & Closing Risk:** The Sponsor's guarantees and deposits remain at risk if closing conditions, funding sources, or ongoing obligations (e.g., PNC/NEODF reporting, account maintenance) are not satisfied.

COLLATERAL ANALYSIS

Lender	Position	Amount
QLICI A	1st	\$5,737,300
QLICI B	1st	\$3,082,700
Cuyahoga County	2nd	\$2,000,000
City of Cleveland	3rd	\$750,000
Total Debt		\$11,570,000
Stabalized NOI		\$1,964,648
Stabalized Value (Per Appraisal)		\$7,500,000
LTV		154.3%
LTV (Excluding NMTC Debt)		36.7%
Within 90% Policy		No

- The QLICI loans are made in connection with the New Markets Tax Credit. Apart from a \$500,000 PRI loan made by the Cleveland Foundation, the QLICI A note is funded entirely by grants and donations to Birthing Beautiful Communities which will lend to the entity constructing the facility, Village of Joy Corporation. The Cleveland Foundation PRI loan does not take a collateral position. The QLICI B loan is funded by PNC's purchase of the New Markets Tax Credits. There is no expectation of repayment of the notes apart from the 1% interest paid during the lives of the loans and the \$1,000 put options to be exercised at the conclusion of the NMTC period in Year 8. If only the loans with expectations of repayment were considered, the LTV of all subordinated debt would be 36.7%.
- The County's loan will be secured by a subordinate mortgage on the property located at 1792 East 65th Street Cleveland, OH 44103.