

Janice M. Winfrey  
City Clerk

**City of Detroit**  
OFFICE OF THE CITY CLERK

Andre P. Gilbert II  
Deputy City Clerk

February 3, 2023

To: Katharine G. Trudeau, Deputy Director  
Planning and Development Department  
Coleman A. Young Municipal Center  
2 Woodward Ave. Suite 808  
Detroit, MI. 48226

Re: Request for the Establishment of a Plant Rehabilitation District at 1200  
Oakman Blvd, Detroit, MI 48238

Please find attached Petition requesting the Establishment of a Plant  
Rehabilitation District at 1200 Oakman Blvd, Detroit, MI 48238 (In relation to  
Petition 2022-58)

Respectfully submitted,



Jaleesa McIntosh,  
Jr. Assistant City Council Committee Clerk  
Office of the City Clerk



Detroit City Council  
Coleman A. Young Municipal Center  
2 Woodward Ave Suite 1340  
Detroit, MI 48226

**RE: Request for the Establishment of a Plant Rehabilitation District at 1200 Oakman Blvd, Detroit, MI 48238  
Resubmission Due to Scrivener's Error**

Honorable City Council:

Please accept this letter as a request to establish a Plant Rehabilitation District for the property located at 1200 Oakman Blvd, Building B, Detroit, MI 48238 and described on Attachment A (the "**Property**"). Please note that this Letter corrects a prior Letter submitted to the Detroit City Council on or about February 18, 2022, which inadvertently requested the establishment of an Industrial Development District.

This project entails a sale of the real property and building located at the Property. Ava Food Labs, Inc. dba [Endless West](#) intends to purchase the Property via a newly formed subsidiary – Orange Construction, LLC, a Michigan limited liability company. The Property is currently owned and operated as a food distribution center by Focus:Hope, a non-profit corporation. Endless West and Focus:Hope entered into a purchase agreement for the transaction. We are currently in the due diligence phase and hope to close in the near future. Endless West's diligence review of the Property – focusing on environmental conditions, zoning, licensing, and structural engineering – has to this point raised no blockers to completing the transaction.

Endless West is a beverage technology start-up founded in 2015 and based in San Francisco, California. The company has developed a process by which it is able to manufacture the molecular equivalent of long-aged whiskey and other spirits overnight without the use of barrels or other aging devices. We launched our first product, [Glyph](#) whiskey, several years ago, and the company has since expanded its portfolio to include a wide range of distilled spirits products including gin, vodka, brandy, and a variety of ready-to-drink cocktails. Under our [Blank Collective](#) brand, the company offers B2B services to other beverage alcohol industry members, providing bespoke solutions from formulation to branding to co-manufacturing.

In an effort to expand our manufacturing operations into the Midwest as it enters the growth stage of our business, Endless West is looking to establish an HQ2 in the city of Detroit, our first facility outside of San Francisco. We plan to use the Property to apply our innovative process in receiving grain neutral spirit in bulk, mixing it with flavors, syrups, and water to create whiskies, gins, brandies, and ready-to-drink cocktails, bottling and canning it into closed packages, and selling it to distributors who will in turn offer it to restaurants and retailers throughout Michigan and beyond. We will also package our products into bulk containers and sell it to other beverage alcohol manufacturers for use in their own production.

Endless West's use of the Property will be consistent with the purpose of industrial zoning, as we understand it. Endless West's molecular manufacturing processes are streamlined and self-contained, yielding non-objectionable effects on the premises, surrounding businesses, other properties in the area, and the Detroit community as a whole. Bottling, canning, assembling, storage and shipping procedures are



similarly well-developed and will be implemented at the building with the assistance of expert engineers. We will work with the city of Detroit to identify and apply any potential external changes to the building, ensuring they comply with all applicable standards.

As a company with existing operations in San Francisco, one of the main drivers for this project is to find and invest in an expansion site in a lower-cost environment with an eager workforce so that we can reduce our internal costs and scale our operations more efficiently. Given the significant funds required to purchase and renovate this Property, Endless West would not be in a position to commit to this project without receiving the exemption certificate offered by the City of Detroit. This economic incentive makes a significant impact in reducing our capital costs and facilitating our hiring process at this location, which enables us to move forward with this opportunity in Detroit rather than the several properties we have been seriously considering in Ohio.

As Endless West ramps up our manufacturing at the Property, we expect to hire approximately 33 employees through the first and second years of operation. We estimate annual payroll to be around \$1.6 million by the end of the second year.

In order to renovate the Property and ready it for manufacturing, we anticipate spending approximately \$2.3 million in connection with additions, alterations, and repairs to the existing structure. In addition, we anticipate spending over \$10 million to purchase and install the equipment and machinery necessary to use the Property to manufacture, store, and distribute our products.

Endless West will fund the project with our existing operating capital. Upon request, we are happy to provide you with a current financial statement showing that Endless West has sufficient funds to execute this project.

In light of our desire to become a long-term member of the Detroit business community, we respectfully request the longest available tax abatement term of 12 years.

We expect such a tax abatement to be economically beneficial to the City of Detroit in both the short and long term. Endless West's purchase of the Property from Focus:Hope will help the City realize an increase in real property taxes, given that, as of now, the Property does not generate any real property taxes due to its non-profit status.

Furthermore, Endless West will invest infrastructure capital to build out our operations facility and, over the next few years, we will create new jobs in manufacturing among other professions that we intend to fill with Detroit residents. We are looking forward to partnering with the City's development workforce agency to recruit and train local citizens to become part of our workforce.

We are enthusiastic about embarking on this endeavor in the City of Detroit. Endless West's co-founder and CEO grew up in the Detroit area, and several of the team's senior members have ties to the area. Part of Endless West's corporate mission as it expands its operations is to help return manufacturing jobs to areas where it can have a positive economic impact. Additionally, the company hopes to bring investor and press attention to its selection of Detroit as the first site for its expansion outside of the Bay Area.



Because we have not yet done any business in Detroit, we have not yet had the pleasure of contributing to the City by paying property taxes. And due to the Property's non-profit status, we do not anticipate that any real property taxes are currently outstanding. Nevertheless, if there are any outstanding City taxes related to the Property, we expect them to become current, as our purchase agreement with Focus:Hope requires that City taxes on the Property be paid in full as of the closing.

Thank you in advance for your consideration of this request. We're grateful for the DEGC's support of this project, and we look forward to establishing our technology-driven footprint in the city of Detroit and immersing ourselves in the community. Should you have any questions, please do not hesitate to reach out to me using the below contact information.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Alec Lee".

Alec Lee, CEO  
(248) 303-9510  
alec@endlesswest.com

Attachment A: Site Map and Description of the Property

cc: K. Bridges, DEGC  
N. Marsh, DEGC  
V. Farley, HRD



## Attachment A

*Land Survey / Parcel Map with Legal Description:* [26-439 ALTA.pdf](#)

### *Description of the Property:*

The facility is an approximately 128,000 sq ft M4-zoned warehouse facility located at 1200 Oakman Blvd, Detroit, MI. The building is steel-framed. Its roof is framed with steel trusses, beams, joints and purlins topped with concrete deck. Its exterior wall is mostly concrete masonry, with some wood or metal stud framing with gypsum wallboard. The floor is a 6" concrete slab.

In a 1940 aerial photograph, the site can be seen developed with a large industrial building and parking lot. In a 1950 fire insurance map, the site is described as "Ex-Cell-O Corporation Aircraft." In the 1990's Focus:Hope is noted as the owners of the site. Until recently, the facility was operated as a food distribution center by Focus:Hope.

### *Proposed Use of the Property:*

The new facility is planned to be used as a new production facility for alcoholic beverages. Endless West will be receiving grain neutral spirit in bulk, mixing it with flavors, syrups, and water to create whiskies, gins, brandies, and ready-to-drink cocktails, bottling and canning it into closed packages, and selling it to distributors who will in turn offer it to restaurants and retailers throughout Michigan and beyond. Endless West will also package its products into bulk containers and sell it to other beverage alcohol manufacturers for use in their own production.

Endless West's use of the Property will be consistent with the purpose of industrial zoning, as we understand it. Endless West's molecular manufacturing processes are streamlined and self-contained, yielding non-objectionable effects on the premises, surrounding businesses, other properties in the area, and the Detroit community as a whole. Bottling, canning, assembling, storage and shipping procedures are similarly well-developed and will be implemented at the building with the assistance of expert engineers. Endless West will work with the city of Detroit to identify and apply any potential external changes to the building, ensuring they comply with all applicable standards.

### *Rehabilitation and New Construction at the Property:*

Minimal changes to the exterior and interior of the facility will be undertaken. Aside from storage tanks and piping, most equipment purchased and installed will not be fixed equipment (ie bottling and canning lines). In order to process alcohol and other liquids, we will need to install drains throughout the main area of the facility. We are also planning to install more loading docks (to have 8 in total). We may need to upgrade utilities at some point in the future.

### *Fixed Building Equipment at the Property:*



A few fixed building fixtures, including liquid/alcohol storage tanks, control panels, piping, floor drains, new sinks, fume hood. We may add more things as we progress through the project with our engineering firm.

*Estimated Schedule for Rehabilitation and Construction at the Property:*

We expect buildout to take place over two phases, as follows:

	Task	Duration	Start	Finish
<b>1</b>	<b>Phase 1 - Existing Fillers</b>	<b>314 days</b>	<b>1/24/2022</b>	<b>4/6/2023</b>
1.1	<b>Design</b>	75 days	1/24/2022	5/6/2022
1.1.1	Process Design	75 days	1/24/2022	5/6/2022
1.1.2	Building, Site, & Utility System Design	60 days	2/14/2022	5/6/2022
1.2	<b>General Contractor/CM Selection</b>	39 days	2/14/2022	4/7/2022
1.3	<b>Procurement</b>	314 days	1/24/2022	4/6/2023
1.3.1	Process & Packaging Equipment	187 days	1/24/2022	10/11/2022
1.4	<b>Permitting</b>	6 weeks	5/9/2022	6/17/2022
1.5	<b>Bidding</b>	4 weeks	5/9/2022	6/3/2022
1.6	<b>Construction</b>	230 days	1/24/2022	12/9/2022
1.6.4	<b>Process Equipment</b>	205 days	1/24/2022	11/4/2022
1.6.4.1	Process Equipment & Piping Install (Relo)	25 days	9/26/2022	10/28/2022



	Task	Duration	Start	Finish
<b>1</b>	<b>Phase 1 - Existing Fillers</b>	<b>314 days</b>	<b>1/24/2022</b>	<b>4/6/2023</b>
1.6.4.2	Process Equipment & Piping Install (New)	20 days	1/24/2022	2/18/2022
1.6.5	<b>Filling and Packaging Equipment</b>	55 days	9/26/2022	12/9/2022
1.6.5.1	Filling & Packaging Equipment Install (Relo)	25 days	9/26/2022	10/28/2022
1.6.5.2	Filling & Packaging Equipment Install (New)	40 days	9/26/2022	11/18/2022
<b>2</b>	<b>Phase 2 - New Fillers / Additional Production Volume</b>	<b>350 days</b>	<b>1/24/2022</b>	<b>5/26/2023</b>
2.1	<b>Design</b>	90 days	1/24/2022	5/27/2022
2.1.1	Process Design	80 days	1/24/2022	5/13/2022
2.1.2	Building, Site, & Utility Design	55 days	3/14/2022	5/27/2022
2.2	<b>Procurement</b>	280 days	2/28/2022	3/24/2023
2.3	<b>Permitting</b>	6 weeks	1/24/2022	3/4/2022
2.4	<b>Bidding</b>	4 weeks	1/24/2022	2/18/2022
2.5	<b>Construction</b>	320 days	3/7/2022	5/26/2023
2.5.1	Building & Utility Modifications	16 weeks	3/7/2022	6/24/2022
2.5.2	Process Equipment & Piping Install	50 days	11/28/2022	2/3/2023



	Task	Duration	Start	Finish
<b>1</b>	<b>Phase 1 - Existing Fillers</b>	<b>314 days</b>	<b>1/24/2022</b>	<b>4/6/2023</b>
2.5.3	Filling & Packaging Equipment Install	45 days	3/27/2023	5/26/2023





March 30, 2023

Katharine G. Trudeau, Deputy Director  
Planning & Development Department  
Coleman A. Young Municipal Center  
2 Woodward Ave, Suite 808  
Detroit, MI 48226

Re: **Plant Rehabilitation District Request – Endless West**  
Property Address: 1200 Oakman Blvd.  
Parcel Number: 08005017.003

Dear Ms. Trudeau:

The Office of the Chief Financial Officer, Office of the Assessor, has reviewed the amended request to establish a Plant Rehabilitation District for the property at **1200 Oakman Blvd.** in Detroit's Northwest side. Please, note that this amended request supersedes the original letter submitted on February 18, 2022, which inadvertently requested the establishment of an Industrial Development District.

The rationale for creating Industrial Facilities Exemptions under PA 198 of 1974, as amended, is based upon the anticipation that granting the exemption is a benefit to the city and that expansion, retention, or location of an eligible business will not occur without this exemption. PA 198 of 1974, as amended, also provides a tax incentive to manufacturers in order to enable renovation and expansion of aging facilities, building of new facilities, and to promote establishment of high-tech facilities.

The project consisted of restoring the obsolete, under-utilized building into an efficient and modern manufacturing, bottling, canning, storage, and distribution facility. The building consisted of a 1-story food distribution warehouse structure with 124,979 SF of total floor area built in phases between 1935-1973 on 4.975 acres of land. The completed project anticipated to create manufacturing jobs for Detroit residents, increase the tax base, and increase property values in the surrounding area.

The obsolescence at the time of the original request was evident in the lack or degradation of modern electrical, plumbing, and mechanical systems as well as the poor condition of pavements, and inadequate truck well size. The proposed redevelopment would include the repair and upgrading of the building components described to restore the facility to an efficient and effective use. In the opinion of the assessor, this property suffered more than 50% functional obsolescence at the time of the initial request. It is also the assessor's understanding that the rehabilitation of the property had been completed by the time of the issuance of this letter.

A field investigation and proposal review indicate that the proposed Plant Rehabilitation District is eligible as outlined under PA 198 of 1974, as amended.

Sincerely,

Charles Ericson, MMAO  
Assessor, Board of Assessors

JPS



Plant Rehabilitation District  
Endless West  
Page 2

Property Owner: Endless West  
Property Address: 1200 Oakman Blvd.  
Parcel Number: 08005017.003

Legal Description: N OAKMAN BLVD ALL THAT PT OF NW ¼ SEC 7 TTAT DESC AS FOLS BEG AT INT NLY LN OAKMAN BLVD (120 FT WD) AND WLY LN ROSA PARKS BLVD (66 FT WD) TH S 64D 0M 20S W 839.52 FT TO POB; TH S 64D 0M 20S W 73.31 FT TH N 26D 10M 40S W 200 FT TH S 64D 0M 20S W 380.57 FT TH S 26D 10M 40S E 117.5 FT TH S 64D 0M 20S W 47.35 FT TH N 26D 10M 40S W 90.5 FT TH S 64D 0M 20S W 206.28 FT TH N 26D 10M 40S W 284.41 FT TH ON A CUR TO L 254.98 FT RAD 1465.69 FT CEN ANG 9D 58M 4S CHD BRG N 68D 59M 22S E 254.66 FT TH N 64D 0M 20S E 615.23 FT TH S 25D 59M 40S E 97.71 FT TH S 63D 57M 42S W 91.2 FT TH S 37D 34M 3S W 22.84 FT TH S 26D 2M 52S E 117.19 FT TH S 17D 49M 29S W 70.76 FT TH S 26D 12M 17S E 159.1 FT TO POB 216,720 SQFT (4.98 AC)





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TO: Justus Cook, Housing and Revitalization  
FROM: Shelby Wyche, Planning and Development  
RE: Master Plan Interpretation for **Industrial Development District / Plant Rehabilitation District** (PA 198) at 1200 Oakman Blvd Detroit, MI 48238 (Associated to Petition # 2022-58)  
DATE: March 8, 2023

In order to ensure consistency with the City's Master Plan of Policies, pursuant to State of Michigan, Public Act 198 of 1974 (section 207.554), the Planning and Development Department's Planning Division submits the following interpretation for the establishment of an Industrial Development District (IDD). The Petitioner is Orange Construction LLC.

**Location and Project Proposal:** 1200 Oakman Blvd Detroit, MI 48238. The proposed project is a 128,000 sq Ft production facility for processing and packaging Alcoholic beverages. The facility was previously operated as a food distribution center by focus-hope.

**Current Master Plan (MP) & Zoning:** MP Classification – Light Industrial (IL)  
Zoning – Intensive Industrial District (M4)

#### **Master Plan Interpretation**

The subject site area is designated Light Industrial (IL). Light Industrial areas should generally consist of industrial uses of low intensity that have minimum undesirable effects on adjacent residential or commercial land uses. Small-scale industrial uses may include machine shops, small scale assembly or packaging, warehousing or technology parks

The following policies of the McNichols neighborhood describe the following recommendations:

- GOAL 5: Reduce conflicts between industrial and residential areas.
- Policy 5.1: Establish and enforce designated truck routes to and from the Lodge Freeway and Livernois.

**The proposed development conforms to the Future General Land Use characteristics of the area.**