

Agenda

Economic Development Corporation

Board of Directors



City of Kalamazoo

Thursday, March 19, 2026

7:45 AM

CPED Main Conference Room - 245 N. Rose Street, Suite 100

A. CALL TO ORDER/ROLL CALL

B. ADOPTION OF FORMAL AGENDA

C. APPROVAL OF MINUTES

1. Approval of the minutes from the EDC meeting on February 19, 2026.

D. PUBLIC COMMENTS

E. DIRECTOR COMMENTS

F. NEW BUSINESS

1. Recommendation to the City Clerk's office of a 1-year approval of the Class A Microbusiness and Designated Consumption Lounge Permits to Royalweb, LLC dba Only Alien.

G. UNFINISHED BUSINESS

H. COMMUNICATIONS AND ANNOUNCEMENTS

I. STAFF REPORTS AND UPDATES

1. EDC Year-end 2025 Budget Report

J. ADJOURNMENT

CITY OF KALAMAZOO
ECONOMIC DEVELOPMENT CORPORATION BOARD MEETING
Thursday, February 19, 2026
Community Planning and Economic Development
245 N. Rose Street, Kalamazoo, MI 49007

MEMBERS PRESENT: Sharon Ferraro; Rachel Bair; Kyle Gulau; T.J. Ward; Lucas Middleton; Drew Duncan

MEMBERS ABSENT: Michael Gurnee; Scott Petersen; Andrew Schipper; Jason Novotny; Eddie Warr

CITY STAFF PRESENT: Jamie McCarthy (Development Manager); Beth Cheeseman (Executive Administrative Assistant); *Jessica Wood (Attorney, Dickinson-Wright); Erin Hahn (Business Specialist); Jared Chambers (Development Administrator)
*Jessica Wood attended the meeting virtually.

Scott Borling, City Clerk, swore Vice Mayor Drew Duncan onto the EDC/BRA Board of Directors.

Chair Middleton welcomed Vice Mayor Duncan to the Board.

Meeting was called to order at 7:45 AM by Chair Middleton.

MOTION TO EXCUSE ABSENT MEMBERS: A motion was not taken.

APPROVAL OF AGENDA: Director Ferraro moved approval of the agenda as presented; seconded by Director Gulau. Motion approved by voice vote unanimously.

APPROVAL OF MINUTES: Director Ferraro moved approval of December 18, 2025 and January 15, 2026 minutes; seconded by Director Bair. Motion approved by voice vote unanimously.

PUBLIC COMMENTS

None.

DIRECTORS' COMMENTS

Chair Middleton announced he had to leave the meetings at 8:40am for a hearing.

NEW BUSINESS

1. Recommendation to the City Clerk's office of a 2-year approval of the Adult Use Retailer Permit to Marcus BH, LLC dba Bloom City Club, contingent on the applicant correcting the zoning deficiencies by March 31, 2026.

Ms. Erin Hahn explained that the business needed to provide a dumpster enclosure or downsize their dumpster to rolling bins to meet the zoning ordinance. She said the Zoning Administrator was giving them through March to correct the issue. The City Clerk will activate the permit after that has been corrected.

Director Ward moved to recommend to the City Clerk's office of a 2-year approval of the Adult Use Retailer Permit to Marcus BH, LLC dba Bloom City Club, contingent on the applicant correcting the zoning deficiencies by March 31, 2026; seconded by Director Ferraro.

A roll call vote was taken, and the motion passed unanimously.

2. Recommendation to the City Clerk's office of a 2-year approval of the Adult Use Retailer Permit to QR10, LLC dba Quality Roots, contingent on the applicant correcting the zoning deficiencies by March 31, 2026.

Ms. Erin Hahn explained that this business also needed to provide a dumpster enclosure or downsize the dumpster to rolling bins to meet the zoning ordinance.

Director Ferraro moved to recommend to the City Clerk's office of a 2-year approval of the Adult Use Retailer Permit to QR10, LLC dba Quality Roots, contingent on the applicant correcting the zoning deficiencies by March 31, 2026; seconded by Director Gulau.

A roll call vote was taken and the motion passed unanimously.

UNFINISHED BUSINESS

None.

COMMUNICATIONS AND ANNOUNCEMENTS

None.

STAFF REPORTS AND UPDATES

Mr. Bobby Boyd said they finalized the bond for Friendship Village. They should see that money in the budget report next month. Chair Middleton thanked Mr. Boyd and other City staff for their efforts to finalize that process. Mr. Boyd thanked them for coming on short notice to sign documents.

ADJOURNMENT: Meeting was adjourned at 7:57 AM by Chair Middleton.

Signature

Printed Name/Chair

Beth Cheeseman/Recording Clerk

Adult Use & Medical Safety Compliance, Marihuana Renewal Application Checklist for:

Royalweb, LLC dba Only Alien

4525 W KL Ave

Type: Class A Microbusiness & Designated Consumption Lounge

	Date Received	Received By	Comments	
Renewal Application Received	2/26/2026	Erin Hahn		
Inspection Type:	Inspection Date	Completed by:	Satisfactory?	Notes
Zoning Inspection	3/5/2026	Pete Eldridge	Yes	
Fire Inspection	3/5/2026	Jeremy Schaffer	Yes	The building has two knox boxes. One is satisfactory, the other needs to be replaced because the Fire Marshal's key does not work on it. This should not affect their ability to renew.
	Date	Name	Comments	
Business Community Benefits Check-In	3/10/2026	Erin Hahn		
	Full-Time	Part-Time	Comments	
Jobs Created	2	5		
	Yes/No	Comments:	Verified by:	
Any Past Due Financial Obligations with City? (i.e. taxes owed, fees, fines, etc)	No		Andrew Falkenberg	
Silver Level Social Equity All-Star or better status with the Michigan Cannabis Regulatory Agency	Yes	Silver	Erin Hahn	

All Items Complete Yes

INTER-OFFICE MEMO

To: The Economic Development Corporation Board of Directors

From: Erin Hahn, Business Specialist

Date: March 12, 2026

Re: Class A Microbusiness and Designated Consumption Lounge Permit Renewal for Royalweb, LLC dba Only Alien

The City Clerk's Office has requested that the Economic Development Corporation (EDC) Board of Directors evaluate the *Marihuana Facility Permit Renewal Application* submitted by: Royalweb, LLC dba Only Alien for its facility at 4525 W KL Ave, and that the EDC Board provides a recommendation regarding the renewal of this permit. The City Operating Permit, issued on 3/01/2025, and extended on 2/28/2026, is scheduled to expire on 3/31/2026, and must be renewed before its expiration for the facility to continue operating. The applicant has submitted the required renewal application and the annual permit fee. Below is the ordinance language that describes the specific role and responsibilities of the EDC in this process:

§ 20B-12

C. In determining whether to grant a renewal of a permit, the members of the City's Economic Development Corporation board will evaluate the permit holder's compliance with the statements it provided with its initial application and submission with its request for renewal of the following information:

1. The Staffing plan for the business which describes the actual number of employees, including the number and type of jobs that the facility has created, and the amount and type of compensation (including benefits) paid for such jobs.
 - Two full-time managers, earning \$33,280 annually.
 - 5 part-time budtenders, earning \$11,700 - \$15,060 annually.
2. An explanation, with supporting factual data, of the economic benefits to the City and the job creation for local residents achieved by the business, results of efforts for community outreach and worker training programs.
 - Local employee spending
 - 2 full-time jobs and 5 part-time jobs
 - Monthly canned food drive donations
 - Donated lounge time to an expungement fair
 - Ongoing worker training for bud tending, processing, and growing
3. An explanation, with supporting factual data, of the efforts and success achieved by the social equity plan of the business to promote and encourage participation in the marihuana industry by local residents that have been disproportionately impacted by marihuana prohibition and enforcement, and the positive impact of the social equity plan on local residents.

- Hosted an expungement clinic – summer 2025
 - Hosted a women’s wellness event – winter 2025
 - Hosted the Kalamazoo Social Equity Cannabis Chamber event – July 2025
 - Hosts a bi-weekly podcast featuring minority voices and stories
4. A statement that the business is not in default to the City for any property tax, special assessment, utility charges, fines, fees, or other financial obligations owed to the City.
- The business filed their personal property tax late, but it was reviewed and approved.
5. A statement that the hiring and public accommodation practices of the facility conform to the City's Nondiscrimination Ordinance provisions and documentation of the total number of employees broken out by managerial and operational employees, number of women, and number of minority employees and number of employees disproportionately impacted by marihuana prohibition and enforcement.
- The hiring and public accommodation practices of this facility conform to the City’s Nondiscrimination Ordinance provisions.
 - Two managerial employees; 0 are women; 1 is a minority
 - 5 operational employees; 4 are women, 1 is a minority
6. A statement, with supporting documentation, providing answers to the following questions:
- a. How many City residents do you currently employ?
 - 6 City residents
 - b. How many current employees reside in Census Tracts 1 (Eastside); 9, 10 (Edison), and/or 2.02,3 (Northside)?
 - 0 employees reside in the identified census tracts.
 - c. What is your plan to employ residents of the identified census tracts?
 - The business plans to reach out to residents in these areas via local social media pages.
 - d. How many of your employees have prior marihuana convictions (excepting a conviction for delivery or distribution to a minor)?
 - 1 employee
 - e. What is your plan for employees with a prior marihuana conviction to move up within your business and/or the marihuana industry?
 - The employee that has a prior marihuana conviction is on the path to becoming a facility manager. All employees have equal opportunities to move up in the company, regardless of their history.
7. Proof that the marihuana business has received recognition and maintains the status as a Silver Level Social Equity All-Star or better with the Michigan Cannabis Regulatory Agency.
- Silver

Please see the attached Marihuana Renewal Application Checklist, completed by City staff to verify if all ordinance requirements have been met.

The applicant has no outstanding financial obligations to the City, and there have been no complaints to the City Manager regarding compliance with the City's anti-discrimination ordinance. The facility has passed its City Fire & Zoning inspections. The facility has a plan in place with the Fire Marshal to replace a second knock box on the property with the correct knock box. The applicant has met all the requirements for renewal.

RECOMMENDATION

Staff recommends that the EDC Board recommend to the City Clerk's Office a 1-year approval of the Class A Microbusiness Permit and Designated Consumption Lounge Permit to Royalweb, LLC dba Only Alien.

ATTACHMENTS

Renewal Application, (Staffing Plan), (Community Benefits Statement), and (Social Equity Plan) from the applicant.

MARIHUANA BUSINESS PERMIT RENEWAL APPLICATION

Pursuant to Chapter 20B of the Kalamazoo City Code

**City of Kalamazoo
Office of the City Clerk
241 West South Street
Kalamazoo, MI 49007**

(Please Print)

BUSINESS INFORMATION (The entity that is licensed by the state and that holds a City MMF permit)

Official Business Name Royalweb LLC / d.b.a. Only Alien

Business Address 4525 W. KL Ave.

City Kalamazoo **State** MI **Zip Code** 49071 **Business Phone** 269-365-0053

Business E-mail Onefineline@yahoo.com **Business Website** Onlyalien.com

TYPE OF PERMIT BEING RENEWED

Medical

Grower:

Class A (500 plants)

Class B (1,000 plants)

Class C (1,500 plants) No. of Class C Permits _____

Processor

Safety Compliance

Provisioning Center

Secure Transporter

Adult Use

Grower:

Class A (100 plants)

Class B (500 plants)

Class C (2,000 plants) No. of Class C Permits _____

Excess Grower

Processor

Safety Compliance

class A Microbusiness

Retailer

Secure Transporter

Designated Consumption Lounge

FACILITY INFORMATION

Property Address 4525 W. KL Ave. Kalamazoo, MI 49006

Real Property Parcel Number 06-19-357-005, 06-19-357-006, 06-19-357-007

Advertised Facility Name Only Alien

Manager - Full Name Marty Webber

CONTACT INFORMATION [the primary point(s) of contact for this application]

Name Marty Webber

Address 42311 27th street **City** Mattawan **State** MI **Zip Code** 49071

Phone 269-599-0809 **E-mail** Onefineline@yahoo.com

Name _____

Address _____ **City** _____ **State** _____ **Zip Code** _____

Phone _____ **E-mail** _____

ATTACHMENTS

Please attach the following as separate documents to this application:

1. The attached Staffing Plan worksheet and any additional pages that provide a description of the actual number of employees, including the number and type of jobs that the licensed facility has created, and the amount and type of compensation (including benefits) paid for such jobs; and
2. An explanation, with supporting factual data, of the economic benefits to the City and the job creation for local residents achieved by the facility; the results of community outreach efforts; and worker training programs.
3. A social equity plan that: (a) promotes and encourages participation in the marihuana industry by local residents who have been disproportionately impacted by marihuana prohibition and enforcement; and (b) positively impacts local residents.
4. Documentation that indicates your business qualifies as a Silver Social Equity All-Star or better with the Michigan Cannabis Regulatory Agency. **A marihuana business must meet this qualification to be eligible for permit renewal with the City of Kalamazoo.**

The City's Economic Development Corporation will use the information provided in these documents to evaluate the permit holder's compliance with the statements it provided with its initial application (specifically the representations made in Attachment G – Staffing Plan and Attachment H – Community Benefits Statement).

Please complete the following certifications:

- The permitted facility is not in default to the City for any property tax, special assessment, utility charges, fines, fees or other financial obligation owed to the City.
- The hiring and public accommodation practices of the permitted facility conforms to the City's anti-discrimination ordinance provisions.
- I consent to an inspection of the permitted premises as required by ordinance to ensure the premises and its systems are in compliance with the requirements of Chapter 20B of the Kalamazoo City Code.
- I understand that renewal of a City Operating Permit is contingent on the renewal of the State Operating License for this facility.

I hereby certify under the penalty of perjury that the statements made in this application, including all attachments thereto, are true. I further certify that I am an officer, director, or managerial employee of the applicant or a person who holds a direct or indirect ownership interest in the applicant.

Applicant Signature: _____

Date: _____

Name (printed): _____

Position: _____

STAFFING PLAN

Summary

Please indicate the number of employees who work at the licensed facility:

Full-time employees (32+ hours per week) 2 Part-time employees (< 32 hours per week) 4

Position Types and Compensation

Please provide a description of the types of jobs the licensed facility has created, along with the amount of compensation and benefits paid for such jobs:

Position Title: Manager Annual Average Compensation \$ 33,280 +
How many people are employed in this position at the licensed facility? 2
Are health insurance benefits available for employees in this position? Yes No
If yes, please indicate the employer contribution to health insurance costs: All Partial None

Position Title: Bud tender Annual Average Compensation \$ 11,700 - 15,060
How many people are employed in this position at the licensed facility? 4
Are health insurance benefits available for employees in this position? Yes No
If yes, please indicate the employer contribution to health insurance costs: All Partial None

Position Title: _____ Annual Average Compensation \$ _____
How many people are employed in this position at the licensed facility? _____
Are health insurance benefits available for employees in this position? Yes No
If yes, please indicate the employer contribution to health insurance costs: All Partial None

Position Title: _____ Annual Average Compensation \$ _____
How many people are employed in this position at the licensed facility? _____
Are health insurance benefits available for employees in this position? Yes No
If yes, please indicate the employer contribution to health insurance costs: All Partial None

Position Title: _____ Annual Average Compensation \$ _____
How many people are employed in this position at the licensed facility? _____
Are health insurance benefits available for employees in this position? Yes No
If yes, please indicate the employer contribution to health insurance costs: All Partial None

Please provide information on any benefits other than health insurance that are offered to all employees:

We currently have not been a profitable business, therefore are unable to offer benefits at this time. Once profitable, it is our intention to offer health and retirement benefits.

Attach additional pages as necessary.

ECONOMIC BENEFITS

Please fill out the information below relating to Economic Benefits to the City and the job creation for local residents achieved by the business, results of efforts for community Outreach and worker training programs

ECONOMIC BENEFITS		
Economic Benefit	Description	Amount
Local employee spending	Employees contribute to the local economy by utilizing restaurants, grocery and entertainment	Cannot track actual amount

JOB CREATION FOR LOCAL RESIDENTS		
Initiative/Description	Date(s)	Outcomes
initially hired 4 local residents and continued their employment up to the beginning of 2026	2023-Feb to 2026	out of the initial hires we had 1 turnover and filled the position with another Kalamazoo resident

COMMUNITY OUTREACH		
Initiative/Description	Date(s)	Outcomes
Continuing car food drives. We do monthly food donations from a ongoing food drive where customers bring in food donations in exchange for product.	Ongoing	we are able to donate approx 1 tote of food monthly through this program
donated lounge time to host an expungement fair	summer 2025	fair I don't have access to actual numbers but seemed to be a decent turnout

WORKER TRAINING PROGRAMS		
Initiative/Description	Date(s)	Outcomes
All employees are given the opportunity for training in all positions within the company, this includes bud tending, packaging/polesing and growing.	ongoing	We have had employees grow into new managerial positions and other positions within the company, these transitions included an increase in hourly wages

SOCIAL EQUITY

Please fill out the information below relating to Social Equity with an explanation, with supporting factual data, of the efforts and success achieved by the social equity plan of the business to promote and encourage participation in the marihuana industry by local residents that have been disproportionately impacted by marihuana prohibition and enforcement, and the positive impact of the social equity plan on local residents;

SOCIAL EQUITY PLAN INITIATIVE		
Initiative/Description	Date(s)	Outcomes
hosting expungement fair	Summer 2025	I don't have access to the numbers of expungements but seemed to be a worthwhile event.
hosting Womens Wellness event	winter 2025	Good turnout. Healthy living information, seemed to be received well
hosting Kalamazoo social equity Board	July 2025	Good turnout, seemed to be well recieved
hosting local minority podcasts	bi-weekly	I don't have access to their listener numbers

EMPLOYEE DEMOGRAPHIC INFORMATION

Total Number of Employees:			
Employees in Managerial Positions	Total Employees		2
	Number of Women		0
	Number of Minorities		1
Employees in Operational Positions:			
Employees in Operational Positions:	Total Employees		4
	Number of Women		4
	Number of Minorities		1

How many City Residents do you currently employ?	Total Employees	11 6
How many residents do you currently employ from these Census Tracts?	Census Tract 1 (Eastside Neighborhood)	0
	Census Tracts 9 and/or 10 (Edison Neighborhood)	0
	Census Tracts 2.02, and/or 3 (Northside Neighborhood)	0

1. What is your plan to employ residents of the identified Census Tracts?

All initial hires have continued to be employed, because of this there has been no need to hire additional workers. However, we have had several openings come up, and are currently looking for new hires. We plan to reach out to those communities through local social media pages.

Attach additional pages as necessary.

2. How many of your employees have prior marihuana convictions or expungements (excepting a conviction for delivery or distribution to a minor)?

Number of employees with marihuana convictions

1

3. What is your plan for employees with a prior marihuana conviction to move up within your business and/or the marihuana industry?

The above listed employee has moved into a manager position and with continued company growth I expect him to be a General Manager overseeing the entire facility.

Attach additional pages as necessary.

4. Please attach proof that the marihuana business has received recognition and maintains the status as a Silver Level Social Equity All-Star or better with the Michigan Cannabis Regulatory Agency.

**2025 Budget Status Report
Economic Development Corporation (EDC) - Operating Fund
244-728**

Account	Revenues	2025 Budget	Oct 1- Dec 31, 2025 Revenues	Year to Date (YTD) Revenue	Year End Balance	Notes
244-728-00.000-607.001	Application Fee Revenue	\$5,000.00	\$7,500.00	\$13,500.00	\$13,500.00	
244-728-00.000-665.001	Interest on Investments	\$1,000.00	\$0.00	\$12,141.00	\$12,141.00	
	Total Revenue	\$6,000.00	\$7,500.00	\$25,641.00	\$25,641.00	

Account	Expenses	2025 Actual	Oct 1- Dec 31, 2025 Expenses	Year to Date (YTD) Expenses	Year End Balance	Notes
000-702.001 - 244-728-00.000	Personnel and fringe benefits	\$53,376.00	\$8,958.00	\$32,144.00	\$21,232.00	
244-728-00.000-727.001	Office Supplies and Forms	\$500.00	\$0.00	\$0.00	\$500.00	
244-728-00.000-727.003	Postage	\$100.00	\$0.00	\$0.00	\$100.00	
244-728-00.000-801.000	Professional and Contractual Services	\$59,948.00	\$6,409.00	\$14,251.00	\$45,697.00	
244-728-00.000-802.001	Legal Services	\$40,000.00	\$14,928.00	\$21,480.00	\$18,520.00	
244-728-00.000-802.011	Legal Notices	\$0.00	\$338.00	\$338.00	-338	
244-728-00.000-810.000	Other Operational	\$5,000.00	\$0.00	\$0.00	\$5,000.00	
244-728-00.000-810.003	Memberships & Subscriptions	\$3,000.00	\$0.00	\$0.00	\$3,000.00	
244-728-00.000-811.000	Professional Development	\$4,500.00	\$0.00	\$0.00	\$4,500.00	
244-728-00.000-830.001	Administrative Fees	\$7,242.00	\$2,416.00	\$7,248.00	-\$6.00	
244-728-00.000-880.000	Promotion and Advertising	\$4,000.00	\$10,000.00	\$10,000.00	-\$6,000.00	
244-728-00.000-941.001	Rental/Lease Vehicular Equipment	\$0.00	\$936.00	\$2,815.00	-\$2,815.00	
244-728-00.000-957.001	Loan Distribution	\$0.00	\$151,000.00	\$237,000.00	-\$237,000.00	
244-728-00.000-957.901	Loan Expense	\$0.00	-\$116,000.00	-\$202,000.00	\$202,000.00	
	TOTAL	\$177,666	\$78,985	\$123,276	\$54,390	