

# **WELCOME TO THE MAIN STREET SOLUTION CENTER**

The Main Street Solution Center is a comprehensive online resource hub designed to support downtown and district organizations in revitalizing and managing their communities. It provides a wide array of tools, strategies, and examples tailored to meet the diverse needs of urban and rural districts alike. This introduction aims to guide you through utilizing the Main Street Solution Center and its eight categories of resources effectively to maximize the benefits for your organization.

#### **Step 1: Getting Started**

Begin by visiting the Main Street Solution Center website. Familiarize yourself with the site's layout and features to navigate the resources with ease.

#### **Step 2: Explore the Eight Categories of Resources**

The Solution Center is organized into eight primary categories, each focusing on a different aspect of downtown or district revitalization and management.

#### **Step 3: Utilize the Resources**

Each category offers a wealth of resources, including case studies, toolkits, webinars, and articles. Identify your downtown's or district's needs and challenges, and explore relevant resources to find solutions and inspiration.

#### **Step 4: Apply What You Learn**

Apply the strategies, tools, and ideas you discover to your own downtown or district. Tailor the solutions to fit your community's unique context and needs. Remember, revitalization is a process that requires patience, persistence, and adaptability.

#### **Step 5: Stay Engaged**

Stay engaged with the Main Street Solution Center by following MEDC MiPlace on social media, participating in webinars, and connecting with other downtown and district organizations. Sharing your own experiences and successes can also contribute valuable insights to the community.

By leveraging the Main Street Solution Center and its eight categories of resources, your downtown or district organization can gain the knowledge and tools necessary to foster a vibrant, thriving community.

#### **USING TO THE SOLUTION CENTER CATALOG**

The catalog offers a path for evaluating and planning, and is a gateway to an expanding collection of tools and resources for advancing organizational development and district revitalization efforts in downtowns and traditional neighborhood commercial districts across the state of Michigan.

Explore the complete inventory of Main Street Solution Center tools and resources by scanning the QR Code to the right or at www.miplace.org/programs/michigan-main-street/resources.



## THE CATEGORIES

Our eight category system helps to make the massive collection of resources far less daunting and more helpful. This is how we have organized the information:

#### **Business**

This section focuses on supporting, developing, retaining, and recruiting business to your district.

#### **Real Estate**

From building inventories to redevelopment strategies and vacancy treatments, this section is focused on getting the most out of your buildings.

#### **Events**

Strategic events help bring the district to life, create vibrancy, stimulate retail activity, and help people fall in love with your place.

# PEOPLE PLACE CAPACITY MAIN STREET SOLUTION PLACE EVENTS MARKETING

#### Marketing

From organization and destination branding to social media, this section helps you foster advocacy for your efforts and build brand value for your district.

#### **Preservation**

Our buildings tell our story. Preservation is the basis of place-based economic development and is the essence of what makes your district unique and special.

#### **Place**

Memorable places and experiences create lasting connections that can be nurtured to build support for the district and to mobilize people who are passionate about the place.

#### Capacity

Efforts to build an organization with a broad base of support, to earn the trust of community leaders, and to foster strong relationships with stakeholders are key.

#### People

Our people are our greatest assest. We must build relationships and be intentional in our efforts to recruit, retain and recognize them.

# USING THE SOLUTION CENTER SCORECARD

Use the scorecard in to evaluate your organization's performance,

strengths, growth opportunities, and areas of need, and to identify just some of the nearly 100 Main Street Solution



Center tools and resources that could provide inspiration and help take your organization to the next level.

The scorecard is designed as an evaluation and strategic planning tool based on best practices and fundamental criteria associated with high performing downtown and district management organizations. Use the tool to:

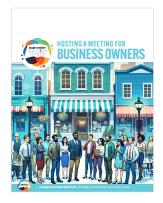
- Gauge and benchmark your organization's performance
- Identify growth opportunities, areas of need, and possibilities for new processes, programs, or areas of focus
- Help facilitate board or leadership team development and strategic planning activities
- Match needs, opportunities, priorities, and areas of interest to Main Street Solution Center tools and resources



# Successful businesses are vital to a thriving district.

#### **BUSINESS KEY FOCUS AREAS**

Business Retention Strategies | Business Recruitment Strategies | Business Plan Competitions Incentive Strategies | Rightsized Retail | Expansion Exploration | Retail Market Data Succession Planning | New Business Start Up Package



#### Hosting a Meeting for Business Owners

Learn to effectively host and facilitate productive meetings for business owners, focusing on goal setting, agenda planning, and engaging participation.



#### Planning for Business Expansion

Discover key strategies for planning a successful business expansion, covering market analysis, financial planning, and scalability considerations.



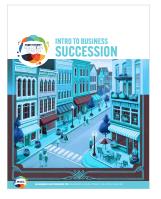
### **Business Development Incentives**

Uncover the variety of business development incentives available to entrepreneurs, including tax breaks, grants, and support programs, to stimulate growth and innovation.



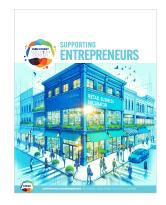
#### **Micro Retail on Main Street**

Explore the essentials of launching and thriving in micro retail on Main Street, focusing on niche market opportunities, small-scale operations, and community engagement.



#### **Intro to Business Succession**

Navigate the complexities of business succession planning with insights on ensuring a smooth transition in leadership and ownership for long-term sustainability.



#### **Supporting Entrepreneurs**

Learn how to foster a supportive environment for entrepreneurs through mentoring, networking opportunities, and access to resources, enabling their businesses to flourish.



## Hosting a Business Pitch Competition

Find out how to organize a compelling business pitch competition, from setting criteria and assembling a panel of judges to engaging the community and supporting participants.



#### **Supporting Business Startups**

Discover strategies to support business startups, offering guidance on business planning, financial resources, and navigating the early stages of development.

# **Business Resources**

#### **Getting Oriented**

Economic Vitality Overvie Economic Vitality Foundation Video and Tools Business Development Toolkit

#### **Getting Started**

Building and Business Inventory Tool Hosting a Meeting for Business Owners Market Analysis for Community Transformation

#### **Business Recruitment**

Community Driven Business Recruitment Ready to Recruit - Business Recruitment Library

#### **Business Retention**

Business Development Incentives Intro to Business Succession Planning for Business Expansion

#### **Business Trends**

Hosting a Business Pitch Competition
Micro Retail on Main Street
Small Scale Manufacturing -Recast City Blog
Maker Economy Made in Place Guide
Made in Place Webinar Recording
Pop-up Primer - Guide to Hosting a Pop-up Shop
Store Design and Display Best Practices

#### **Business Startup Support**

Small Business Journey Map
Entrepreneurial Ecosystem Resource Center
Entrepreneurial Ecosystem Guide
Audit Tool
Small Business Survey
Stakeholder Focus Group
Lifecylce Evaluation
Organizational Matrix
Crowdfunding & Community Capital Resources
Supporting Entrepreneurs
Supporting Business Startups

#### **Small Business Resources**

MI Small Business Dev Center Regional Contacts
MI Small Business Dev Center Webinars
MI Small Business Dev Center Resources
Doing Good Business
Consumers Energy Small Business Insights Tool
American Express Shop Small Program
Michigan Buy Nearby Program
Main Street Online Small Business Tool
Grow with Google
Empower Program by GoDaddy

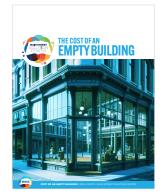




# Investment in property development and building rehabilitation is the key to growing the value of place.

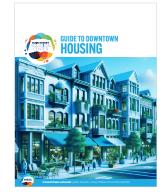
#### **REAL ESTATE KEY FOCUS AREAS**

Building Inventory | Available Property Listings | Property Owner Brainstorms | Vacancy Treatments | Building Rehabilitation | Property Redevelopment | Upper Floor Renovations



#### The Cost of An Empty Building

An insightful analysis on the financial and operational impacts of maintaining vacant properties, offering strategies to minimize costs and maximize value.



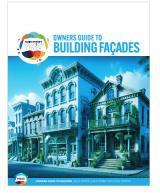
#### **Guide to Downtown Housing**

A strategic guide to developing downtown housing, focusing on revitalization, community engagement, and sustainable urban living solutions.



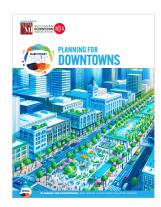
#### **Building Improvement Incentives**

An informative overview of incentives for building improvements, detailing financial and regulatory support mechanisms to encourage property enhancements and energy efficiency.



#### **Owners Guide to Building Façades**

A detailed handbook for property owners on the maintenance, restoration, and enhancement of building façades to preserve aesthetics and structural integrity.



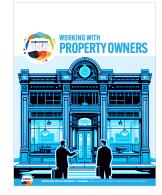
#### Planning for Downtowns

A strategic blueprint for downtown development, emphasizing community involvement, economic revitalization, and sustainable urban planning practices.



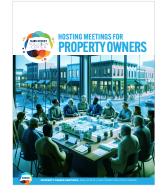
#### Filling Vacancies

A comprehensive strategy guide for effectively addressing and reducing vacancies, with innovative marketing and leasing techniques tailored to attract and retain tenants



#### **Working with Property Owners**

An expert guide on building collaborative and productive relationships with property owners, focusing on negotiation, communication, and shared goals for property development and management.



#### Hosting Meetings for Property Owners

A practical manual for organizing and conducting effective meetings with property owners, designed to foster communication, collaboration, and consensus on development initiatives.

# **Real Estate Resources**

#### **Getting Oriented**

Economic Vitality Overview Economic Vitality Foundation Video and Tools Economic Development Strategy Guide

#### **Getting Started**

Building and Business Inventory Tool
Planning and Zoning Basics
Planning and Zoning for Downtowns
Quick Sheet: Master Plan to Zoning to Development
Working with Property Owners
Hosting Meetings for Property Owners
Planning for Downtowns

#### **Building Improvement**

Owners Guide to Building Facades Building Improvement Incentives

#### **Property Development**

Local Economic Development Incentive Policies Guide to Redevelopment Ready Sites Request for Proposal/Request for Qualifications Guide to Issuing a Developer RFQ Zoning Reform Toolkit - Tools to Expand Housing Filling Vacancies Guide to Downtown Housing

#### Real Estate 101

Main Street and Economic Development
Turning Numbers into Opportunity
Getting Your Act Together Before You Market
Property Marketing 101
MEDC Developer Toolkit
Real Estate Development Bootcamp - CEDAM
The Cost of an Empty Building

#### **Real Estate Support**

State Land Bank Authority Historic Preservation Tax Credits MEDC Incentive Programs





# A well designed event strategy creates vibrancy, builds brand equity, and proves market viability.

#### **EVENTS KEY FOCUS AREAS**

Small, Reoccurring Habit Forming Events | Extended Hours Events Streamlined Festivals | Micro-celebrations



#### **Planning & Promoting Extended Hours**

Planning and promoting extended hours offers strategies for effectively extending operational hours and engaging customers through targeted marketing and communication efforts.



#### **Single-Ask Sponsorship Campaigns**

A guide on Single-Ask Sponsorship Campaigns provides a focused approach to securing sponsorships through targeted, personalized requests that clearly outline the benefits and opportunities for potential sponsors.



#### **Evaluating Your Events**

Evaluating your events provides methods for assessing the success and areas for improvement of your events through feedback collection, data analysis, and performance metrics.



#### **Strategic Events**

A guide on strategic events offers insights into designing and executing events with clear objectives, aligning them with broader organizational goals, and measuring their impact to ensure they contribute to long-term success.



#### **Best Practices for Retail Events**

Discover key strategies for maximizing the impact and success of retail events through effective planning, engaging marketing, exceptional customer experiences, and thorough post-event analysis.

# **Event Resources**

#### **Getting Oriented**

Promotion Overview
Promotion Foundation Video and Tools

#### **Strategy**

Best Practices for Retail Events Planning & Promoting Extended Hours Strategic Events

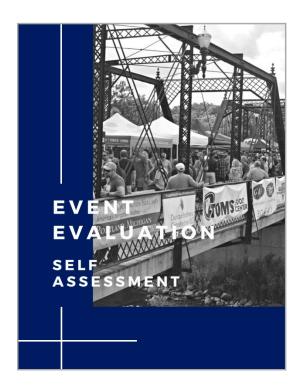
#### **Funding**

A Guide to Single-Ask Sponsorship Campaigns

#### **Evaluation**

Event Evaluation Tool Evaluating Your Events

#### **RESOURCE SPOTLIGHT**



#### **Event Evaluation**

The goal of this tool is to help your organization gather all event information in one place, identify accomplishments and strengths, analyze areas that need improvement, or determine if an event should be retired. This tool will help staff, board members, and other stakeholders make informed decisions on the future of your events.

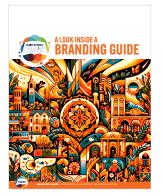




# Telling your story and building your brand is essential to success

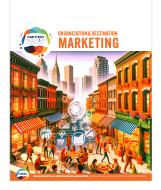
#### MARKETING KEY FOCUS AREAS

Storytelling | Social Media Spotlights | Faces of Places Spotlight | Image Building | Promotion and Advertising



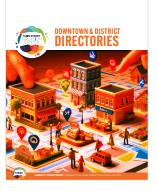
#### A Look Inside a Branding Guide

Revealing the components of a branding guide, including visual identity, tone of voice, and brand positioning, to ensure consistency and coherence in all communication and marketing efforts.



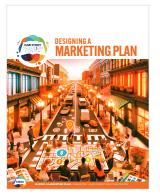
#### Organization & Destination Marketing

Delivering strategies for organizations and destinations to market themselves effectively, leveraging unique selling points, engaging target audiences, and fostering memorable experiences to drive interest and loyalty.



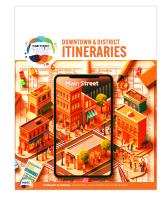
#### **Downtown & District Directories**

Creating comprehensive downtown and district directories that serve as essential guides for visitors and locals, detailing businesses, attractions, and services to facilitate exploration and engagement.



#### **Designing a Marketing Plan**

Outlining a step-by-step approach to creating a comprehensive marketing plan that aligns with business objectives, targets the right audience, and utilizes effective channels and tactics for maximum impact.



#### **Downtown & District Itineraries**

Crafting engaging downtown and district itineraries that highlight key attractions, promote local businesses, and enhance visitor experiences through thoughtful route planning and storytelling.



#### **Guide for Social Media**

Unlocking the power of social media through strategic content creation, audience engagement, and analytics to build brand awareness and foster community.



#### **Guide for Websites**

Exploring the essentials of effective website design, content management, and user engagement to establish a strong online presence and achieve digital marketing goals.

# **Marketing Resources**

#### **Getting Oriented**

Promotion Overview
Promotion Foundation Video and Tools

#### **Getting Started**

Asset Mapping Guide Asset Mapping Template

#### **Building An Image**

Community Storytelling Toolkit
Designing A Marketing Plan
Organization & Destination Marketing
A Look Inside a Branding Guide
Guide for Social Media
Guide for Websites

#### **Advocacy**

Arranging a Site Visit with Elected Officials Advocacy for Main Street Leaders Tips for Inviting Legislators for Visits - MDA

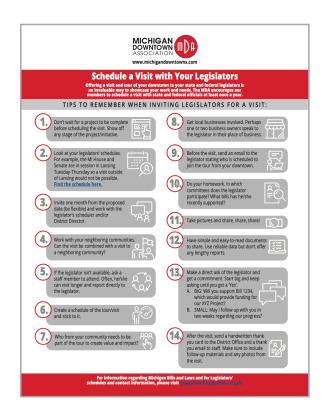
#### **Destination Marketing**

Downtown & District Directories

Downtown & District Itineraries

Guide to promoting tourism via Travel Michigan

#### **RESOURCE SPOTLIGHT**



#### **Tips for Legislator Visits**

Follow this Tip Sheet when inviting state and federal legislators for a tour of your downtown or district to ensure a successful visit.

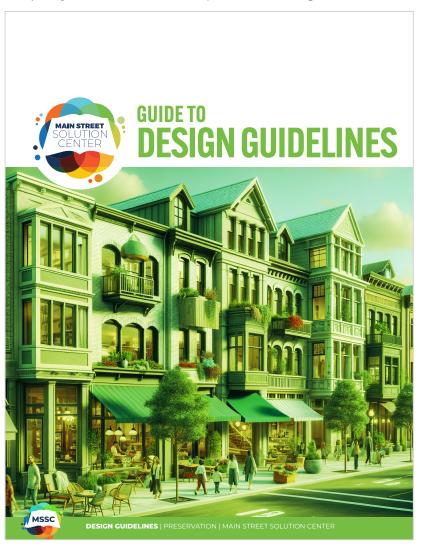




# Our buildings are our character. They make us who we are. We must restore and protect our authenticity and uniqueness.

#### PRESERVATION KEY FOCUS AREAS

Façade and Building Improvement Grants | Community Master Plans and Ordinances Component Grants | Roof and Building Stabilization | Historic Preservation Standards Property Owner Education | Historic Designation



#### **Guide to Design Guidelines**

The document provides an in-depth guide on creating design guidelines for the preservation and development of downtown areas and districts. emphasizing the balance between maintaining historical integrity and allowing for modern advancements. It outlines essential components such as the introduction of the guidelines, historical context, design principles, architectural standards, and the inclusion of sustainability measures. Additionally, it details the procedural steps for guideline creation, from project initiation and community engagement to drafting, review, adoption, and ongoing monitoring. Implementation mechanisms, regulatory information, incentives, and case studies are also highlighted to aid in practical application and enforcement.

Cities like Charleston, Savannah, Santa Fe, Alexandria, San Francisco, Boston, and Boulder are cited as successful examples of integrating preservation with contemporary development through well-crafted design guidelines. These examples illustrate the document's core message: effective preservation guidelines require a collaborative process that incorporates historical research, public input, and clear, adaptable standards. This approach ensures that historic downtown areas retain their character and significance while evolving to meet current and future needs.

## **Preservation Resources**

#### **Getting Oriented**

Design Overview Design Foundation Video and Tools

#### **Guidelines**

Main Street America Design Guide Standards for Historic Building Rehabilitation Preserving, Rehabilitating, & Restoring Components Guide to Design Guidelines Historic Preservation 101 (webinars)

#### **Historic Designation**

Downtown and District Historic Designation Overview Historic Resource Survey Program Local Historic Districts National Register of Historic Places

#### **Preservation Support**

State Historic Preservation Office Michigan Historic Preservation Network Certified Local Government Program

#### RESOURCE SPOTLIGHT



Register neither protects a property nor places limitations on private property owners. Rather, it helps local governments, state and federal agencies, and others identify historic properties that should be considered in planning decisions. Listing also provides property owners with access to certain financial incentives

#### Local Historic Districts

A local historic district is a historically significant area that is protected by a local historic district ordinance established under the state enabling legislation, Public Act 169 of 1970, as amended. A district may include one or more resources that are related by history, architecture, archaeology, and/or culture.

The National Register is HONORARY. It recognizes properties that

tell stories important to our communities. Listing in the National

Local designation PROVIDES LEGAL PROTECTION. It requires that proposed new construction, demolition, and exterior work be reviewed and approved by the local historic district commission (HDC) before it is undertaken. This review is legally binding and thic periore it is undertaken. I his review is legally brinding and helps to ensure that growth, development, and change respect the character of the district for the benefit of current and future generations. Local designation also provides property owners with access to certain financial incentives

prepares a nomination package for review by SHPO and the State Historic Preservation Review Board. Once finalized, documentation is forwarded to the NPS for review and official listing

#### LOCAL HISTORIC DISTRICTS AT-A-GLANCE To legally protect historic resources b

requiring design review for proposed changes in designated areas Michigan's Historic Districts Act Public Act 169 of 1970, as amended

Local government The local government appoints a

Ine local government appoints of an committee to study the history of an area, get public input, and prepare a report. Based on the findings, the local government may either vote to establish the district or decide not to move forward with advanced control of the contro

#### **Historic Designation Overview**

This document provides an overview on the varying levels of district designation from National Register to Local Designation





# Placemaking binds people to place. That connection drives investment.

#### **PLACE KEY FOCUS AREAS**

Parklets | Banners | Wayfinding Systems | Streetscapes | Parking Systems & Awareness | Public Art



#### **Cleanup & Maintenance**

The document provides a detailed overview of the various activities involved in maintaining clean, safe, attractive, and functional downtown and neighborhood commercial districts, including trash and recycling collection, street and sidewalk cleaning, landscaping, and more. It outlines a comprehensive maintenance plan that addresses these components to create a vibrant, welcoming, and functional urban core, emphasizing the importance of regular maintenance, community involvement, and the setting of clear, achievable goals.



#### **Plans & Strategies for Public Art**

Public art represents a diverse array of artistic expressions intended for public spaces to engage and be accessible to a broad audience, including sculptures, murals, installations, and digital art, each contributing to the vibrancy and identity of communities. Effective public art initiatives require comprehensive planning, stakeholder engagement, mapping and geographic strategies, administrative guidelines, and review guidelines to ensure the art aligns with community values and enhances public spaces equitably.

## **Place Resources**

#### **Getting Oriented**

Design Overview
Design Foundation Video and Tools

#### **Getting Started**

Design Guide Vibrant Blocks for Businesses - A Main Street Design Guide for More Beautiful Commercial Districts Cleanup & Maintenance

#### **Placemaking**

AARP How to Create a Livable Community
AARP Pop-up Placemaking Toolkit
Better Block Project (Placemaking Manual | Website)
Enabling Better Places - User's Guide to Zoning Reform
Project for Public Spaces - What is Placemaking?
Nature Based Placemaking
Tactical Urbanism
Winter Placemaking Strategies
Plans & Strategies for Public Art

#### Sustainability

Community Resiliency Toolkit
MSU Sustainable Built Environment Initiative

#### **Tourism**

First Impressions: Assessing Your Community Planning for Tourism - MI APA Guide to promoting tourism-Travel Michigan

#### **Transportation**

Streets as Places Toolkit Trail Town Guide

#### **Grant Programs/Funding**

MEDC Public Spaces Community Places Michigan Arts and Culture Council

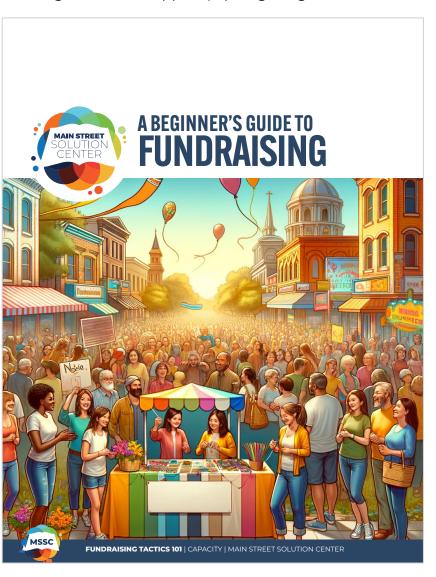




# A strong, sustainable organization is one that understands and communicates its value to the community.

#### **CAPACITY KEY FOCUS AREAS**

Single-ask sponsorship Campaigns | Investor Relations | Proactive Communication | Diversifying Revenue | Building Volunteer Support | Spotlighting Volunteers



#### A Beginners Guide to Fundraising

"Fundraising Tactics 101" is a comprehensive guide aimed at helping organizations, particularly those at the grassroots level, develop and execute effective annual fundraising strategies. It outlines various popular fundraising campaigns and tactics, including pledges, memberships, friends programs, sponsorships, and capital campaigns, each with specific guidelines and steps for implementation. The guide emphasizes the importance of structured fundraising efforts that provide clear opportunities for local businesses and individuals to invest, helping organizations grow and sustain their development. It also touches on alternative funding sources like individual gifts, product sales, and grants, suggesting ways to integrate them into a broader fundraising strategy.

To ensure campaign success, the guide advocates for a full-court press or single-ask approach, recommending organizing public-facing activities within a condensed timeframe, ideally a two-week period each year. It offers a detailed ten-step course for planning and executing a campaign, covering everything from defining objectives and identifying potential investors to creating compelling pitches, managing investor relationships, and evaluating campaign outcomes. Additionally, the guide includes practical exercises to prepare for and generate funding, advice on avoiding common fundraising pitfalls, and emphasizes the importance of thanking and recognizing investors. By following the guide's strategies, organizations can build excitement around their campaigns, maximize the time of those involved, and demonstrate a well-orchestrated initiative deserving of support.

# **Capacity Resources**

#### **Getting Oriented**

Organization Overview Organization Foundation Video and Tools

#### **Financial**

Main Street Budget Worksheet
Main Street Campaign Worksheet
Main Street Communication Plan
Fund Development Toolkit
A Beginner's Guide to Fundraising
Grants 101
Finding Grants
Grant Proposal Development
After the Grant Award

#### Volunteer

Volunteer Toolkit Volunteer Management and Recruitment Value of Volunteer Time

#### RESOURCE SPOTLIGHT



#### **Volunteer Toolkit**

This toolkit contains information that can guide your organization's efforts for volunteer management





# **Grassroots economic development is people-driven.**

#### **PEOPLE KEY FOCUS AREAS**

Mobilizing Leaders and Volunteers | Single-serving Missions | Strategy Driven Focus | Respecting Human Capital Celebrating Investments of Time | Measuring Impact | Telling Our Story



#### **Board & Committee Agendas**

A comprehensive guide to crafting effective and organized agendas for board and committee meetings, ensuring streamlined discussions and decision-making processes.



#### **Contents & Best Practices for Bylaws**

An essential resource outlining the content and best practices for drafting bylaws, providing a solid foundation for organizational governance and operations.



#### **Board Member Annual Commitment**

A detailed guide on establishing and managing annual commitments for board members, aimed at enhancing engagement and accountability within organizations.



#### **Executive Director Job Description**

A comprehensive template for crafting an Executive Director job description, highlighting key responsibilities, qualifications, and skills needed to lead an organization effectively.



#### **Defining a Mission & Vision**

A practical manual for articulating clear and inspiring mission and vision statements, serving as a roadmap for organizational direction and purpose.



#### **Executive Director Evaluations**

A step-by-step guide for conducting thorough and constructive evaluations of Executive Directors, aimed at improving leadership effectiveness and organizational success.

# **People Resources**

#### **Administration & Reporting**

Tax Increment Financing Act - PA 57 of 2018
Downtown Development Authority Fact Sheets
MDA PA 57 Presentation
Overview of PA 57 in Six Easy Steps
MDA PA 57 Quick View Reporting Requirements
Dept. of Treasury TIF Reporting Requirements
Main Street Data Resource Guide
Organization Critical Information Inventory

#### **Strategy Driven Focus**

Community Transformation Guide
Transformation Strategy Guidebook
Community Engagement for Main Street
Market Analysis for Community Transformation
Main Street Four Points Overview - Organization
Main Street Four Points Overview - Design
Main Street Four Points Overview - Economic Vitality
Main Street Four Points Overview - Promotion
Main Street Project Planning Worksheet
Main Street Programming Alignment Worksheet
Main Street Work Plan Template
Defining a Mission & Vision

#### **Downtown/District Executive Director**

Main Street Executive Director Manual Main Street Executive Director Hiring Guide Executive Director Evaluations Executive Director Job Description

#### **Board Leadership**

Main Street Board Training
Main Street Board Guidebook
Main Street Board Self-Assessment Tools
Board Member and Volunteer Profile
Board Composition Matrix
Main Street Approach Four Point Worksheet
Meetings/Parliamentary Procedure
Open Meetings Act
Freedom of Information Act
Contents & Best Practices for Bylaws
Board Member Annual Commitment
Board & Committee Agendas

#### **Training and Education**

MDA Downtown Management Training Series
Michigan Downtown Association Podcast
MI APA On-Site and Build Your Own Workshops
MDA Professional Downtown Mgmt Certificate Program
Main Street America Institute

