



Diversity Report
3rd Quarter/FY 2018
June 2018

I. MWBE Classification Expenditures (31% of major projects since tracking began in 2010)

Category	Amount	%
African American	\$64,857,529	59.6%
White Female	\$34,365,457	31.6%
Native American	\$2,807,909	2.6%
Asian-Indian American	\$2,677,699	2.5%
Asian-Pacific American	\$2,567,431	2.4%
Hispanic American	\$1,417,629	1.2%
Disadvantaged Business Enterprise (DBE)	\$80,053	0.1%
Total	\$108,773,707	100%

II. Projects Under Construction

Project	Incentive	EBO Eligible	EBO Eligible Completed	MWBE Participation		% Complete
				Amount	%	
Crosstown Concourse (Sears)	PILOT	\$142,216,575	\$125,214,083	\$43,661,944	35%	88%
Tennessee Brewery	PILOT	\$28,124,925	\$27,299,095	\$8,097,164	30%	97%
ServiceMaster – Tenant’s Work	Dev Grant, Parking Incentive	\$24,808,432	\$0	\$0	0%	0%
South Main Artist Lofts (Artspace)	Dev Grant	\$10,593,948	\$544,311	\$5,437	1%	5%
266 Memphis Lofts – Phase II	PILOT, Dev Loan	\$6,825,915	\$3,564,918	\$1,065,479	30%	52%
The Citizen (Union & McLean)	PILOT	\$27,728,402	\$6,395,627	\$1,472,699	23%	23%
Universal Life Building	PILOT, Dev Loan	\$4,976,241	\$1,910,632	\$1,318,404	69%	38%
Medical Arts Building	PILOT	\$14,397,000	\$4,149,715	\$1,131,442	27%	29%
Oden Marketing	PILOT	\$2,042,000	\$711,777	\$238,416	33%	35%
Total		\$261,713,438	\$169,790,159	\$56,990,985	34%	

III. Review of most recent update of inclusion levels, and status of development projects and expenditures since EBO tracking began in 2005:

- Completed Development Projects - 26%
- Retail and Office Projects - 24%
- Certification & Diversity Status

IV. Other efforts and highlights included (but were not limited to):

- Current DMC Expenditures for FY 2018 - 25%
- Supported the 2018 City of Memphis Office of Business Diversity & Compliance “We Mean Business” Symposium
- Supported 2018 MMBC Continuum Economic Development Forum
- Conducted strategic planning meetings with MMBC, the Memphis Area Minority Contractors Association, and developers to maximize inclusion in DMC-incented projects

**Diversity Participation Report 3rd Quarter 2018
Development Projects**

APPROVED BUT NOT UNDER CONSTRUCTION

Date Approved	Last Update	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Minimum Diversity Target (20% Proj. Value)	Pre-Construction/Soft Costs Diversity Actual to Date	Diversity % of Project Value to Date
7/14/15	6/29/18	One Beale	Beale & Riverside	One Beale, LLC	20-yr. PILOT, up to \$10,000,000 for Public Garage	\$ 111,000,000	\$ 22,200,000	\$ -	0%
2/14/17	2/14/17	Arrive Hotel	477 S. Main St. & 484 S. Front St.	477 Memphis Hotel, LLC	15-year PILOT	\$ 8,125,000	\$ 1,625,000	\$ -	0%
4/11/17	4/11/17	Tennessee Brewery Phase II	(SE Corner of Tennessee St. & Butler Ave.)	495 TN Partners	20-year PILOT	\$ 11,417,963	\$ 2,283,593	\$ -	0%
8/16/17	8/16/17	The Bakery	Edge District	Gary Prosterman, Developer & Principal	20-year PILOT	\$ 63,310,570	\$ 12,662,114	\$ -	0%
10/10/17	6/6/18	999 S Cooper Ave.	999 S Cooper Ave.	Focal Point Investments, LLC	11-yr. PILOT	\$ 3,241,700	\$ 648,340	\$ -	0%
10/10/17	6/6/18	663/673 S Cooper St.	663/673 S Cooper St.	Filament, LLC	11-yr. PILOT	\$ 2,870,420	\$ 574,084	\$ -	0%
2/13/18	6/6/18	Flats at Overton Square	Diana St.	PMT Investments, LLC	11-yr. PILOT	\$ 1,636,350	\$ 327,270	\$ -	0%
2/13/18	6/6/18	529 S Front St.	529 S Front St.	529 Front Street, LLC	9-Year PILOT	\$ 1,912,826	\$ 382,565	\$ -	0%
5/29/18	6/6/18	27 W Carolina Ave.	27 W. Carolina Ave.	Hamilton & Holliman	15-yr. PILOT	\$ 2,596,607	\$ 519,321	\$ -	0%

Diversity Participation Report 3rd Quarter 2018
Development Projects
UNDER CONSTRUCTION

Date Approved	Last Update	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (20% Proj. Value)	Value of Project Available for Diversity Participation Completed to Date	Diversity Actual to Date	Diversity % of Project Value Completed to Date	Estimated % of Work Complete
10/10/13	8/30/17	Sears Crosstown/ Crosstown Concourse	1350 Concourse Ave.	Crosstown, LLC	20-yr. PILOT	\$ 142,216,575	\$ 28,443,315	\$ 125,214,083	\$ 43,661,944	35%	88%
10/14/14	6/6/18	266 Phase II	266 South Front	266 Developer, LLC	10-yr. PILOT, Dev. Ln. \$325,000	\$ 6,825,915	\$ 1,365,183	\$ 3,564,918	\$ 1,065,479	30%	52%
10/13/15	6/6/18	The Citizen (Union & McLean)	Union & McLean	Belz HRP Partners	15-yr. PILOT	\$ 27,728,402	\$ 5,545,680	\$ 6,395,627	\$ 1,472,699	23%	23%
4/15/15	6/11/18	Universal Life Building	Linden/MLK & Danny Thomas	Self Tucker Properties, LLC	10-yr. PILOT, Dev. Ln. \$325,000	\$ 4,976,241	\$ 995,248	\$ 1,910,632	\$ 1,318,404	69%	38%
5/12/15	6/7/18	Tennessee Brewery	Tennessee & Butler	495 Tennessee, LLC	20-yr. PILOT, \$5,191,125 Public Garage Financing	\$ 28,124,925	\$ 5,624,985	\$ 27,299,095	\$ 8,097,164	30%	97%
10/14/15	9/1/17	South Main Artist Lofts	138 St. Paul St.	Artspace Projects, Inc.	Dev. Grant \$200,000	\$ 10,593,948	\$ 2,118,790	\$ 544,311	\$ 5,437	1%	5%
6/10/16	7/11/17	ServiceMaster- Tenant's Work	150 Peabody Place	ServiceMaster	Dev. Grant, \$200,000, Parking Incentive	\$ 24,808,432	\$ 4,961,686	\$ -	\$ -	0%	0%
3/14/18	6/6/18	Medical Arts Building	240 Madison & 251 Court Ave.	Walk-Off Properties, LLC	15-yr. PILOT	\$ 14,397,000	\$ 2,879,400	\$ 4,149,715	\$ 1,131,442	27%	29%
4/11/18	6/6/18	Oden Marketing	158 Vance Ave.	158 Ventures LLC	8-yr. PILOT	\$ 2,042,000	\$ 408,400	\$ 711,777	\$ 238,416	33%	35%

Diversity Participation Report 3rd Quarter 2018
Development Projects
COMPLETED PROJECTS

Date Completed	Date Approved	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (20% Proj. Value)	Diversity Participation \$	Diversity % of Project Value
10/1/17	10/14/14	266 Memphis Lofts-Phase I	266 South Front	266 Developer, LLC	10-yr. PILOT, Dev. Ln. \$325,000	\$ 6,903,667	\$ 1,380,733	\$ 2,069,363	30%
9/1/17	6/10/16	ServiceMaster-Landlord's Work	150 Peabody Place	Peabody Place Centre, GP	20-yr. PILOT Amendment	\$ 11,971,047	\$ 2,394,209	\$ 4,328,754	36%
9/1/17	6/1/16	Central Station (Commercial Parking Improvements)	South Front \$ G.E. Patterson	MATA, Turley Company & Community Capital	Dev. Grant, \$200,000	\$ 368,476	\$ 73,695	\$ 161,092	44%
7/1/16	3/16/14	South End Underpass Improvements	Underpasses at Florida, and Main	CCDC & Turley Company	Dev. Grant, \$80,000	\$ 80,000	\$ 16,000	\$ 42,903	54%
6/1/16	12/16/15	Loflin Corner	Carolina & Florida	Brad Barnett	Dev. Ln. \$47,000, S. I. Grant \$18,425	\$ 88,273	\$ 17,655	\$ 22,000	25%
6/15/17	6/9/16	ServiceMaster Technology Center	1 ServiceMaster Way	ServiceMaster	Development Grant	\$ 2,066,538	\$ 413,308	\$ 1,121,665	54%
9/23/16	6/1/16	Harahan Bridge Lighting	Harahan Bridge	Big River Crossing	Donor Conduit- DRB Approval June 1, 2017	\$ 2,680,590	\$ 536,118	\$ 552,029	21%
3/30/16	3/13/12	Printers Alley Lofts	345 South Front	Printers Alley, LLC	9.5-yr. PILOT	\$ 2,440,000	\$ 488,000	\$ 495,000	20%
12/31/15	6/12/12	Chisca Apartments	272 Main	Main Street Apartment Partners, LLC	20-yr. PILOT	\$ 26,214,783	\$ 5,242,957	\$ 8,535,119	33%
12/30/15	11/20/13	Printers Alley Lofts Annex	345 South Front	Printers Alley, LLC	9.5-yr. PILOT, Dev. Ln. \$95,000	\$ 2,025,000	\$ 405,000	\$ 652,000	32%
11/25/15	11/11/14	Merchants Row	85, 87, 91 South Second	Centdown, Ltd., L.P.	10-yr. PILOT	\$ 2,176,587	\$ 435,317	\$ 671,986	31%
11/25/15	9/9/14	South Junction Phase II	Carolina & Florida	South Junction Partners	PILOT term concurrent with remainder of Phase I term (approximately 13 years)	\$ 7,589,193	\$ 1,517,839	\$ 1,672,177	22%
12/31/14	9/10/13	Pressbox Lofts (Toof-Mural Building)	195 Madison	Left Field Properties, LLC	14.5-yr. PILOT	\$ 5,513,463	\$ 1,102,693	\$ 1,619,863	29%
12/31/14	6/13/13	South Junction Phase I	Carolina & Florida	South Junction Partners	15-yr. PILOT	\$ 14,437,810	\$ 2,887,562	\$ 3,808,449	26%
3/1/14	1/8/13	The James Lee House Bed & Breakfast	690 Adams	The James Lee House, LLC	10-yr. PILOT, Dev. Ln. \$130,000	\$ 1,872,444	\$ 374,489	\$ 434,448	23%
7/15/13	4/13/10	436 South Front	436 South Front	Greenbrier Partners, LLC	10-yr. PILOT, Dev. Ln. \$77,000	\$ 2,187,000	\$ 437,400	\$ 1,640,000	75%
6/18/13	3/13/12	A. Schwab	163-165 Beale	A. Schwab Real Estate Company, LLC	Dv. Ln. \$66,000	\$ 271,753	\$ 54,351	\$ 64,500	24%
12/31/12	9/21/11	492 South Second	492-500 South Second	Peri Motamedi	Dv. Ln. \$63,228	\$ 104,936	\$ 20,987	\$ 49,379	47%
9/30/12	8/19/10	One Commerce Square/Pinnacle	40 South Main	Memphis Commerce Square Partners, LLC	20-yr. PILOT	\$ 13,823,065	\$ 2,764,613	\$ 3,962,855	29%
6/30/12	1/26/11	115 Union	115 Union Ave.	115 Union, LLC	10-yr. PILOT; Dv. Ln. \$101,000	\$ 2,746,135	\$ 549,227	\$ 779,728	28%

Date Completed	Date Approved	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (20% Proj. Value)	Diversity Participation \$	Diversity % of Project Value
3/1/12	8/10/11	Leadership Memphis/361 South Main St.	361 South Main St.	Lawrence Migliara	Dv. Ln. \$56,000; Office Occupancy Grant \$5,000	\$ 160,694	\$ 32,139	\$ 44,573	28%
2/29/12	4/14/09	Grand Island Apartments	Island Drive, Mud Island	Grand Island, LLC	10-yr. PILOT	\$ 10,784,886	\$ 2,156,977	\$ 2,263,146	21%
2/20/12	11/10/10	Van Vleet Flats	122 Gayoso	109 South Second Street Partnership	13-yr. PILOT	\$ 6,265,757	\$ 1,253,151	\$ 1,554,450	25%
6/30/11	12/17/08	581 North Third	581 North Third	Uptown Investments, LLC	Dv. Ln. \$68,380	\$ 110,000	\$ 22,000	\$ 98,529	90%
4/7/11	4/21/10	77 South Main/85 Union	77 South Main/85 Union	Union Main Holdings, LLC	Dv. Ln. \$200,000	\$ 1,238,521	\$ 247,704	\$ 247,372	20%
12/15/10	9/7/07	Frix Properties	59 South Main St.	Carey W. Frix	15-yr. PILOT	\$ 1,083,592	\$ 216,718	\$ 329,336	30.4%
9/30/10	1/20/10	Memphis College of Art (includes recently completed parking lot)	477 South Main St.	Memphis College of Art	Dv. Ln. \$180,000; Retail Forgivable Ln. \$40,000; Façade Grant \$30,000; Dv. Grant \$200,000	\$ 2,459,400	\$ 491,880	\$ 302,762	12%
9/30/10	4/13/10	Carlisle Hotels, Inc Office Building	263 Wagner Place	Carlisle Hotels, Inc.	6-yr. PILOT, Office Occupancy Grant-\$20,000	\$ 1,294,290	\$ 258,858	\$ 5,041	0.4%
9/22/10	5/19/10	Memphis College Prep Charter School (MCP)	278 Greenlaw	MCP	Dv. Ln. \$200,000	\$ 271,953	\$ 54,391	\$ 173,906	64%
9/21/10	8/8/08	Barboro Flats & Garage	100 S. Main St.	Green Hat Partners, LLC	15-yr. PILOT	\$ 13,937,202	\$ 2,787,440	\$ 3,115,809	22%
9/13/10	3/7/07	Harbor View	1513 N. Second St.	James Smith, Harbor View Properties, Inc.	15-yr. PILOT	\$ 12,845,234	\$ 2,569,047	\$ 2,923,201	23%
8/15/10	6/7/09	456 Tennessee St.	456 Tennessee St.	Woodard Properties	Dv. Ln. \$90,000	\$ 311,370	\$ 62,274	\$ 48,139	15%
4/19/10	5/5/07	Streetscape Phase II	Main, Jefferson, and N Court	Center City Commission, C/O Ritchie Smith Associates	N/A	\$ 558,570	\$ 111,714	\$ 122,277	22%
3/31/10	7/7/08	Marriott Courtyard	Main St. at Jefferson Ave.	THG Jefferson, LLC C/O Greg Averbuch	20-yr. PILOT	\$ 14,732,800	\$ 2,946,560	\$ 5,175,530	35%
3/29/10	8/6/08	Legends Park Commercial I	Poplar & Ayers	Legends Park Commercial I, LP, C/O McCormack Baron Salazar	15-yr. PILOT	\$ 5,927,578	\$ 1,185,516	\$ 1,588,109	27%
3/24/10	6/26/08	58-62 S. Main	58-62 S. Main	Downtown Developers, LLC	15-yr. PILOT	\$ 5,700,000	\$ 1,140,000	\$ 1,272,411	22%
2/1/10	4/15/09	The Influence 1 Foundation	665 Madison Ave.	The Influence 1 Foundation	Dv. Ln. \$54,000	\$ 166,300	\$ 33,260	\$ 149,000	90%
12/30/09	4/6/07	67 Madison Ave.	67 Madison Ave.	EFO Residential Partners, LLC	15-yr. PILOT	\$ 27,954,000	\$ 5,590,800	\$ 7,001,200	25%
12/14/09	5/5/05	Court Square Center	110 N Court, 60 N Main, & 66 N Main	CGI Partners Court Square Center, LLC	15-yr. PILOT (2)	\$ 27,747,554	\$ 5,549,511	\$ 5,849,761	21%
12/1/09	3/11/08	8 South Main	8 South Main	Eight South Main, LLC	6-year PILOT, Dev. Ln. \$52,000 (applicant declined loan)	\$ 603,266	\$ 120,653	\$ 421,030	70%
8/4/09	5/20/09	291 Greenlaw	291 Greenlaw	Dwaine Quarells	Dv. Ln. \$49,000	\$ 51,000	\$ 10,200	\$ 51,000	100%
8/1/09	5/21/08	321 South Main St.	321 South Main St.	Walter M. Pepper	Dev. Ln. \$49,000	\$ 70,763	\$ 14,153	\$ 15,214	21%
3/11/09	11/7/07	831 Danny Thomas Blvd.	831 Danny Thomas Blvd.	Michael Stone Investment Group	Dev. Ln \$47,000	\$ 47,000	\$ 9,400	\$ 24,150	51%
3/11/09	10/7/09	91 South Front St.	91 South Front St.	91 Cotton Row, LLC	10-yr. PILOT, Dev. Ln. \$66,000	\$ 1,191,109	\$ 238,222	\$ 293,000	25%

Date Completed	Date Approved	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (20% Proj. Value)	Diversity Participation \$	Diversity % of Project Value
3/10/09	11/8/09	267 Greenlaw	267 Greenlaw	Dwaine Quarells	Dev. Ln. \$29,935	\$ 29,935	\$ 5,987	\$ 29,935	100%
1/12/09	11/1/04	First Tennessee Building	165 Madison Ave.	FT Building, LLC	15-yr. PILOT	\$ 36,877,000	\$ 7,375,400	\$ 8,394,754	23%
11/14/08	9/7/07	73 Monroe Ave.	73 Monroe Ave.	Mr. & Mrs. Nelson McCoy	10-yr. PILOT Dev. Ln. \$54,000	\$ 337,000	\$ 67,400	\$ 83,300	25%
8/26/08	8/6/06	66 South Main St.	66 South Main St.	Green Hat Partners, LLC	15-yr. PILOT	\$ 2,015,740	\$ 403,148	\$ 506,721	25%
8/26/08	2/7/07	431 S. Main St.	431 S. Main St.	Donald L. Estes, Estes, LLC	11-yr. PILOT	\$ 488,500	\$ 97,700	\$ 148,546	30%
2/20/08	11/5/05	Featherstone Real Estate Centre	95 S. Main St., Suite 102	Billy D. Featherstone	Dev. Ln. \$62,000	\$ 389,000	\$ 77,800	\$ 62,000	16%
1/16/08	11/7/07	267 Greenlaw	267 Greenlaw	Dwaine Quarells	Dev. Ln. \$60,065	\$ 60,065	\$ 12,013	\$ 60,065	100%
2/12/07	6/6/06	River Bend Place Apartments	668 North Main St.	VOB Development, LLC	10-yr. PILOT	\$ 3,812,075	\$ 762,415	\$ 803,283	21%
1/15/07	2/6/06	Downtown Memphis Wayfinding Program	Downtown Memphis	Center City Commission	N/A	\$ 497,204	\$ 99,441	\$ 158,922	32%
9/27/06	2/1/05	Main Street Flats	99-105 S. Main St.	99-105 S. Main LP	15-yr. PILOT Dev. Ln. \$329,000	\$ 3,960,000	\$ 792,000	\$ 1,306,389	33%
9/27/06	5/1/05	95 S. Main St.	85-95 S. Main St.	95 S. Main St. Partnership	Dev. Ln. \$90,000	\$ 2,350,000	\$ 470,000	\$ 520,316	22%
9/27/06	9/5/05	429 N. Main St	429 N. Main St.	Pinch Offices, LLC	Dev. Ln. \$49,000 10-yr. PILOT	\$ 518,155	\$ 103,631	\$ 85,160	16%
Totals						\$ 273,533,559	\$ 54,706,712	\$ 71,513,530	26%

Diversity Participation Report 3rd Quarter 2018
Development Projects
BUSINESS & GRANT PROJECTS

Date Approved	Incentive Closed (Y/N/N/A)	Business Name	Address	Owner	W/MBE Status	Incentive(s)	*Available for Diversity Participation	Diversity Participation	Diversity %
5/9/2018	N	Edge Motor Museum	645 Marshall Ave.	Richard Vining	WOB	Exterior Improvement Grant - \$60,000	\$ 132,754.00	\$ -	0%
2/21/2018	N	11 W Huling	11 W Huling	Doug Carpenter	WOB	Exterior Improvement Grant - \$44,941 Development Loan - \$100,000	\$ 193,790.00	\$ -	0%
2/21/2018	N	115 Union Ave.	115 Madison	The Pocket, LLC	MBE	Exterior Improvement Grant - \$23,376	\$ 50,673.00	\$ -	0%
1/17/2018	N	1 S Main	1 S Main	Michael Kitchen	WOB	Exterior Improvement Grant - \$100,000	\$ 250,754.00	\$ -	0%
11/15/2017	N	105 Madison Ave.	105 Madison Ave.	Carl Winfield	MBE	Exterior Improvement Grant - \$9274	\$ 18,549.00	\$ -	0%
10/18/2017	N	149 Madison Ave.	149 Madison Ave.	Charles Cavallo	WOB	Exterior Improvement Grant - \$28,000	\$ 56,000.00	\$ -	0%
7/19/2017	N	The Marshall	672 Marshall	Austin MacGruder	WOB	Exterior Improvement Grant - \$60,000	\$ 147,175	\$ -	0%
7/19/2017	N	26 S Main St.	26 S Main St.	Dana Gabrion	WBE	Exterior Improvement Grant - \$100,000	\$ 470,947	\$ -	0%
6/21/2017	N	Wunderlich	1 Commerce Square	Gary Wunderlich	WOB	Office Grant - \$100,000	\$ 1,700,000	\$ -	0%
6/21/2017	N	47 & 51 S Main St.	47 & 51 S Main St.	Nat Newburger	WOB	Exterior Improvement Grant - \$150,000	\$ 300,000	\$ -	0%
3/15/2017	N	Allworld Project Management	60 N B.B. King Blvd.	Allworld Project Management, LLC	MBE	Exterior Improvement Grant - \$80,000	\$ 194,168	\$ -	0%
3/15/2017	Y	134 & 141 E. Carolina Ave.	134 & 141 E. Carolina Ave.	Carolina, LLC	WOB	Exterior Improvement Grant - \$57,550	\$ 113,244	\$ 27,100	24%
2/15/2017	N	119 Madison	119 Madison	Chris Pardo	WOB	Exterior Improvement Grant - \$80,000	\$ 178,780	\$ -	0%
10/12/2016	Y	Arnold's BBQ	320 Monroe	Mike Todd	MBE	Exterior Improvement Grant - \$29,512	\$ 57,459	\$ 32,240	56%
9/21/2016	Y	Sugar Services	15 W G.E. Patterson	South End Alliance	WOB	Special Grant Request - \$23,600	\$ 23,600	\$ 8,600	36%
8/17/2017	N	Malco Cinema	G.E. Patterson & Front St.	Memphis Area Transit Authority (MATA)	WOB	Storefront Improvement Grant - \$125,000	\$ 780,000	\$ -	0%
5/18/16	Y	Ghost River	827 S. Main St	Boscos, RE, LLC	WOB	Storefront Improvement Grant- \$66,455	\$ 138,255	\$ 127,281	92%
12/16/15	Y	Loflin Corner	Carolina & Florida	Loflin, LLC	WOB	Storefront Improvement Grant- \$18,425	\$ 36,850	\$ 8,000	22%
11/18/15	Y	Gould's Salons, Inc.	77 South Main St.	Gould Salons, Inc.	WOB	Storefront Improvement Grant- \$21,810	\$ 43,621	\$ 8,600	20%
10/14/15	Y	Facing History & Ourselves	115 Huling Ave.	Facing History & Ourselves	WOB	Storefront Improvement Grant- \$8,478	\$ 21,124	\$ 3,518	17%
5/20/15	Y	Excercise Unlimited	387 South Front St.	Danny Snyder	WOB	Storefront Improvement Grant- \$4,907	\$ 11,401	\$ 8,103	71%

Date Approved	Incentive Closed (Y/N/N/A)	Business Name	Address	Owner	W/MBE Status	Incentive(s)	*Available for Diversity Participation	Diversity Participation	Diversity %
2/18/15	Y	Second Street Shoppers	99 South Second St. Suite B	Amin Lakhani	MBE	Storefront Improvement Grant- \$15,404	\$ 33,226	\$ 6,661	20%
2/18/15	Y	Quench Wine & Spirits	99 South Second St. Suite A	Hamida Mandani	WBE	Storefront Improvement Grant- \$23,945	\$ 47,341	\$ 9,738	21%
10/15/14	Y	Rizzo's Diner	492 South Main St.	Rizzo's Diner, LLC	WOB	Storefront Improvement Grant- \$12,450	\$ 139,829	\$ 95,212	68%
10/15/14	Y	High Cotton Brewing	598 Monroe Ave.	High Cotton Brewing Company, LLC	WOB	Storefront Improvement Grant- \$50,000	\$ 108,476	\$ 14,179	13%
4/16/14	Y	Stock & Belle	387 South Main St.	CrazyBeautiful Clothing, LLC	WBE	Storefront Improvement Grant- \$18,475	\$ 29,399	\$ 7,000	24%
3/19/14	Y	Stock & Belle	387 South Main St.	CrazyBeautiful Clothing, LLC	WBE	Retail Forgivable Loan- \$40,000	\$ 40,705	\$ 34,243	84%
3/19/14	Y	Botto Jewelry Market	43 South Main St.	Tony Botto	WOB	Storefront Improvement Grant- \$5,310	\$ 10,620	\$ 8,620	81%
10/16/13	Y	Book Juggler	548 South Main St.	South Main Book Juggler, LLC	WBE	Storefront Improvement Grant- \$3,814	\$ 7,367	\$ 787	11%
11/9/12	Y	International Children's Heart Foundation	80 Monroe Ave.	International Children's Heart Foundation	WOB	Office Occupancy Grant- \$15,000	\$ 40,400	\$ 17,366	43%
11/9/12	Y	Somerset Apt. Management, LLC	65 Union Ave., 10th Floor	Somerset Apt. Management, LLC	WOB	Office Occupancy Grant- \$6,250	\$ 17,550	\$ 4,214	24%
9/19/12	Y	Life is good	100 Peabody Place, Ste. 175	Kelly Smith	WBE	Façade Grant- \$6,922	\$ 19,636	\$ 9,624	49%
3/21/12	Y	Aldo's Pizza Pies	100 South Main St., Suite 101	Aldo DeMartino, PAC APP, LLC	WOB	Façade Grant- \$28,498	\$ 70,500	\$ 500	1%
2/15/12	Y	Life is good	100 Peabody Place, Ste. 175	Kelly Smith	WBE	Retail Forgivable Loan- \$40,000	\$ 98,000	\$ 14,400	15%
11/16/11	Y	S2N Design	516 Tennessee St.	Michael Nunn	WOB	Façade Grant- \$5,000	\$ 41,983	\$ 12,238	29%
10/19/11	Y	Shop Girl New York	515 South Main St.	Tamara Sorman	WBE	Retail Forgivable Loan- \$40,000	\$ 12,512	\$ 8,312	66%
9/21/11	Y	APG Office Furniture	100 South Main St.	Connie Goins	WBE	Façade Grant- 3,437	\$ 10,311	\$ -	0%
8/17/11	Y	Leadership Memphis	119 South Main St.	Leadership Memphis	WOB	Office Occupancy Grant- \$5,000	\$ 160,694	\$ 44,573	28%
5/18/11	Y	APG Office Furniture	100 South Main St.	Connie Goins	WBE	Retail Forgivable Loan- \$40,000	\$ 211,548	\$ 46,464	22%
5/18/11	Y	Prochaska, Thompson, Quinn & Ferraro, P.C.	50 North Front St., Ste. 845	Harris P. Quinn, Principal	WOB	Office Occupancy Grant- \$3,326	\$ 8,915	\$ 7,940	89%
4/20/11	Y	K'PreSha	323 South Main St.	Kimberly Taylor	WBE	Retail Forgivable Loan- \$40,000 & Façade	\$ 81,607	\$ 17,014	21%
4/20/11	Y	Archer Malmo/TMB Marketing	65 Union Ave.	Archer Malmo	WOB	Office Occupancy Grant- \$12,500	\$ 64,270	\$ 13,606	21%
1/19/11	Y	St. Blues Guitar Retail Store	645 Marshall Ave.	Brian Eagle III, CEO	WOB	Retail Forgivable Loan- \$40,000	\$ 44,640	\$ 9,859	22%
12/3/10	Y	St. Blues Guitar Retail Store	645 Marshall Ave.	Brian Eagle III, CEO	WOB	Façade Grant- \$17,000	\$ 34,000	\$ 6,671	20%
12/3/10	Y	Le Bonheur Community Health and Well-Being	50 Peabody Place, Stes. 255 & 355	Methodist Healthcare	WOB	Office Occupancy Grant- \$15,000	\$ 30,640	\$ 9,346	31%
12/3/10	N/A	Pinnacle Airlines, Inc.	One Commerce Square	Pinnacle Airlines, Inc.	WOB	Office Occupancy Grant- \$195,000	\$ 12,943,848	\$ 3,743,686	29%
10/20/10	Y	Brass Door Irish Pub	152 Madison Ave.	Seamus Loftus & Scott Crosby	WOB	Retail Forgivable Loan- \$40,000 & Façade Grant- \$30,000	\$ 410,820	\$ 1,500	0.4%
8/8/10	Y	Aldo's Pizza Pies	100 South Main St., Suite 101	Aldo DeMartino	WOB	Retail Forgivable Loan- \$40,000	\$ 352,198	\$ 38,212	11%

Date Approved	Incentive Closed (Y/N/N/A)	Business Name	Address	Owner	W/MBE Status	Incentive(s)	*Available for Diversity Participation	Diversity Participation	Diversity %
7/21/10	Y	Service Master by Stratos	62 North Main St.	Stacy L. McCall	WBE	Office Occupancy Grant- \$15,000	\$ 542,942	\$ 2,050	0.4%
7/21/10	Y	SMART Schools, Inc.	110 North Court St.	Tommy Henderson	MBE	Office Occupancy Grant- \$5,000	\$ 331,108	\$ -	0%
7/21/10	Y	Le Bonheur Community Health and Well-Being	50 Peabody Place	Methodist Healthcare	WOB	Office Occupancy Grant- \$75,000	\$ 229,000	\$ 84,556	37%
7/21/10	Y	Trestle Capital Partners, LLC	60 South Main St. Ste. 102	Joe Battaile, Jr.	WOB	Office Occupancy Grant- \$7,500	\$ 40,000	\$ 9,218	23%
6/16/10	Y	Hoot + Louise	515 South Main St.	Anna Avant	WBE	Retail Forgivable Loan- \$26,621 & Façade Grant- \$1,750	\$ 7,939	\$ -	0%
5/19/10	Y	Sache Design	525 South Main St.	John Sylvester & Eric Evans	WOB	Retail Forgivable Loan- \$40,000	\$ 14,743	\$ 2,955	20%
4/21/10	Y	Powers Hill Design, LLC	80 Monroe Ave.	Nisha Powers	WBE	Office Occupancy Grant- \$7,500	\$ 12,000	\$ -	0%
4/21/10	Y	Thompson & Co.	85 Union Ave.	Michael H. Thompson	WOB	Office Occupancy Grant- \$15,000	\$ 462,864	\$ 96,206	21%
4/21/10	Y	Automatic Slim's	83 South Second St.	Sandy Robertson	WBE	Retail Forgivable Loan- \$30,000	\$ 14,000	\$ -	0%
3/17/10	Y	Christine by Shelton Clothier	119 South Main St.	Thomas and Christine Shelton	WOB	Retail Forgivable Loan- \$40,000	\$ 5,000	\$ -	0%
3/17/10	Y	City Market	66 South Main St.	Hamida Pirani	MBE	Retail Forgivable Loan- \$40,000, Façade Grant- \$21,793.50	\$ 133,670	\$ 15,660	12%
2/17/10	Y	T. Clifton Harviel, Barry J. McWhirter,	Court Square Center	Lawyers Association	WOB	Office Occupancy Grant- \$7,500	\$ 85,000	\$ -	0%
1/20/10	Y	Charlotte Fine Jewelry	526 South Main St.	Sarah Worden	WBE	Retail Forgivable Loan- \$40,000	\$ 20,000	\$ -	0%
12/16/09	Y	Rentrop & Geater Family & Occupational Medicine	95 South Main St., Ste. 102	Barbara Geater, MD	WBE	Office Occupancy Grant- \$7,500	\$ 66,000	\$ 2,000	3%
10/21/09	Y	Eel Etc.	333 Beale St.	James L. Clark	MBE	Retail Forgivable Loan- \$19,076	\$ 5,000	\$ -	0%
9/16/09	Y	Delphinium	107 GE Patterson	Leslie Lawhon	WBE	Retail Forgivable Loan- \$14,038	\$ 1	\$ -	0%
9/16/09	Y	Sauces	95 South Main St.	Jeff Johnson	WOB	Retail Forgivable Loan- \$30,000	\$ 2,300	\$ -	0%
8/19/09	Y	Sneak Peek	515 South Main St.	Kevin Brumfield	MBE	Retail Forgivable Loan- \$17,460	\$ 6,000	\$ -	0%
8/19/09	Y	More Space Place	545 South Main	Karen Shrader & Rae Morgan	WBE	Retail Forgivable Loan- \$13,110	\$ 1	\$ -	0%
7/15/09	Y	Mollie Fontaine Lounge	679 Adams Ave.	Karen Blockman Carrier	WBE	Retail Forgivable Loan- \$30,000	\$ 12,000	\$ -	0%
7/15/09	Y	I-C-Bargains (ICBs)	651 Jefferson St.	Discount Sales Inc.	WOB	Retail Forgivable Loan- \$22,081	\$ 1	\$ -	0%
5/20/09	Y	Muse Inspired Fashion	517 South Main St.	Lisa Doss	WBE	Retail Forgivable Loan- \$30,000	\$ 2,000	\$ -	0%
4/15/09	Y	Art Under a Hot Tin Roof	117 Main St.	Kat Semrau	WBE	New Retail Forgivable Loan- \$35,000 & Façade Grant-	\$ 5,443	\$ -	0%
Totals							\$ 21,284,671.00	\$ 4,618,052.40	22%

DMC and Related Entities - Actual Expenditures *

FY18 (July 1, 2017 to June 25, 2018)

	Total Spending	Minority Spend	
Professional Fees	560,667	53,907	10%
Marketing/Productions	549,249	131,736	24%
Operations	437,899	323,020	74%
Planning/Development	354,147	62,557	18%
Parking	350,706	1,382	0.4%
Office	291,623	63,828	22%
	2,544,291	636,430	25%

*Excludes taxes, interest, utilities, City garage rent, depreciation and salaries.

Of the 25% minority spending, 52% was spent with African American vendors.