

**Executive Summary of Proposed Arnold's BBQ and Grill Exterior Improvements to 320 Monroe Ave., Suite 2-(Madison Facing Façade)**

My name is Mike Arnold. I am a long time enthusiastic resident of Downtown, and supporter of the efforts of DMC to assist in the continuing revitalization of Downtown. I reside at 1124 Misty Isle Memphis TN, 38103. I have been in the BBQ business as an Owner, continuously, for over 35 years. For the past 15+ years I have operated my current location at 6721 East Shelby Drive in SE Memphis. I am excited to bring my 2<sup>nd</sup> location to the **Edge District**, where I frequently ride my bike, and dream of what it will become.

I chose the **Edge District** because I was looking for a larger affordable location, in a progressive and rising location, where I could make a positive impact to Downtown, while serving my existing customers, expanding my catering capabilities, and raising awareness about my truly Memphis-style BBQ, to the City and the world.

The façade improvements I am proposing will greatly improve the aesthetics and perception, as you enter going through the major Gateway to Downtown going West of Madison over Danny Thomas Blvd. It is also truly unique, in that my façade directly fronts on to Floyd Alley, which is an extremely visible, and is in dire need of positive improvements. It is a direct pedestrian connector to **Auto Zone Park, Fielder's Square Apartments, and the Downtown Core.**

As I think you will agree, in your review of the plans, this is truly an innovative project the will very positively impact the surrounding area by increasing safety, the perception of safety, and walkability. It will added a vitally needed walkable amenity to support and synergize with the pending opening of the **104-room La Quinta Suites, Mutt Island Dog Daycare**, (in the same building above mine), and the up-and-coming **Edge District, the Medical District, and Downtown** in general.

My project will include graffiti removal, brick tuck-pointing work, installation of glass and steel entry doors w/side lights, exterior painting, installation of (2) large awnings, exterior high-efficiency LED lighting, under the awnings and security lighting, outdoor seating area w/steel railings, and high-quality neon signage. All improvements will be clearly visible from Madison Ave., Floyd Alley, and the on and off ramps of Danny Thomas at Monroe. They will also be visible from many adjacent buildings and even the towers at St. Jude.

**Applicant: Mike Arnold, dba Arnold's BBQ and Grill**  
1124 Misty Isle Memphis, TN 38103  
m-901-236-9411 email: [Arnoldsbbqmemphis@gmail.com](mailto:Arnoldsbbqmemphis@gmail.com)

**Building Location: 320 Monroe Ave. Suite 2 Memphis, TN 38103**

**Property Owner: Monroe Associates, LLC (Mike Todd, Managing Member)**  
629 Monroe Ave. Memphis, TN 38103  
m-901-650-2112 email: [Mike@Premierepalace.com](mailto:Mike@Premierepalace.com)



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ARNOLD'S  
BAR-B-Q & GRILL  
ARNOLD'S

# Proposal



629 MONROE AVE  
 MEMPHIS, TN 38103  
 OFF (901) 725-5625  
 FAX (901) 272-0934

DATE	ESTIMATE #
9/28/2016	1134

NAME / ADDRESS
Arnold's BBQ Mike Arnold 320 Monroe Ave. Suite 2 Memphis, TN 38103

PROJECT
Exterior Improvements

ITEM	DESCRIPTION	TOTAL
	*****The following exterior improvement estimates are for purposes of providing a cost basis for a request for the DMC Exterior Improvements Grant. This proposal/estimate is provided for informational purposes, but represents an accurate estimate of costs for the project. It is understood that the project must meet bidding requirements for DMC program, and that final costs may be adjusted nominally after the bidding process. Line Item Costs will be presented generally in the order of progression for the Scope of Work.*****	
Graffiti Removal	Removal of Graffiti, from exterior brick and painted surfaces on North and East Elevations.	2,688.00
Pressure Wash	Treat with mildewcide/appropriate cleaning agent. Pressure wash on North and East elevations, including alley surfaces on North Elevation Area. (Related to graffiti removal above to minimize appearance transitions where graffiti was removed).	1,344.00
Win. + doors	Remove existing steel doors, and Provide and Install @ 9' 0" x 6' 8" steel 1-lite triple door unit w/(1) operable 3' 0" x 6' 8" door w/closure. (All glass will be tempered argon gas-filled Low-E)	2,408.00
Signage	Install Triangular (2) sided neon sign steel sign box and mylar-type wrapped surface. Sign will have an approximately 6' projection from building, and surface-mounted "flames" below, mounted parallel to building. Per plan.	29,000.00
Awnings	Provide and Install aluminum-framed awning work, per plan. (Awning over Entry door to be @ 10' 4" wide x 3' 4" tall with a 4' 0" projection. Awning over Outdoor Seating Area to be @ 15' 0" wide x 3' 4" tall with an 8'0" projection). Fabric to be: Sunbrella 477 Top Sunset Red, Pattern Name: Top Color Name: Sunset Red Contents: 100% Polyester Product Weight: 18.94 oz. per linear yard Rubs: 16000 Finish Treatment: Water Repellent. <a href="http://www.outdoortextiles.com/top-477-sunset-red.html">http://www.outdoortextiles.com/top-477-sunset-red.html</a>	9,408.00
Electrical	Provide and Install related electrical down-lighting under awning and additional exterior security lighting.	2,016.00
Concrete Flat	Jack-hammer existing concrete and asphalt in Entry and Patio Area, @ 9' 0" x 30' 0", plus @ 6' 0" x 6' 0" at Handicap Entry.	2,484.72

We appreciate your business. If you have any questions, please feel free to call at 725-5625.	<b>TOTAL</b>
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SPECIFICATIONS ACCEPTED BY CUSTOMER

SIGNATURE

Premiere Contractors, Inc.



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 MEMPHIS, TN 38103  
 OFF (901) 725-5625  
 FAX (901) 272-0934

# Proposal

DATE	ESTIMATE #
9/28/2016	1134

NAME / ADDRESS
Arnold's BBQ Mike Arnold 320 Monroe Ave. Suite 2 Memphis, TN 38103

PROJECT
Exterior Improvements

ITEM	DESCRIPTION	TOTAL
Steel Work	Provide and Install @ 42' 0" x 3' 0" steel railing w/custom "flame-top" detail w/4" spacing on solid 1/2" vertical pickets and 1 1/2" top and bottom rail steel tubing. Prep and Paint lower @ 8' solid concrete N and W wall elevations. Supervisory labor not accounted for in previous operations.	5,644.80
Paint		1,792.00
Supervisory		2,240.00

We appreciate your business. If you have any questions, please feel free to call at 725-5625.	<b>TOTAL</b>	\$59,025.52
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SPECIFICATIONS ACCEPTED BY CUSTOMER

SIGNATURE \_\_\_\_\_



<b>Rockit Signz &amp; Printing</b>  <b>Rockie Hillard</b>  (901)337-4638  Email: <a href="mailto:rockitsignzinc@gmail.com">rockitsignzinc@gmail.com</a>	<b>INVOICE Contract</b>  <b>Proposal/Estimate</b>
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Customer: Arnold's Bar-B-Q & Grill Address: 320 Monroe Suite 2 City: Memphis State: TN  
Zip: 38104 Contact: Mike Phone: 901-236-9411

**Sign Drawings:**

1.) Double Side Neon 4ft x 8ft

2.) Single Neon Sign 2ft x 8ft

**READING:**

"ARNOLD'S BAR-B-Q & GRILL"

Colors: Red and Yellow

3.) Centered Neon READING: "ARNOLD'S"

Item	Amount
Material & Artwork	\$24,195
Labor	\$1900
Sign Permits	\$500
Sales Tax	\$2,405
Sub Total	\$26,000
Total	\$29,000
Paid	
Balance Due	

Rockit Signz hereby agrees to the following terms and conditions: To prepare A) Artwork Design and drawings in accordance with submitted specifications; B) Build, install and manufacture all work as described herein and in accordance with area Code Enforcement, the business owner and any building property requirements; C) Any electrical requirements INSIDE the premises for the purposes of signage installation WILL NOT BE COVERED by this agreement; and D) Excluding new signage, any electrical, bulbs, ballasts or transformers (meaning any parts or labor that is required to make the sign function properly) will result in additional charges and fees (especially, in the case of a used or existing sign). Rockit Signz will inform client of any other parts or labor needed that will increase this proposal BEFORE any work is done or parts purchased. Allow up to 45 working days of receipt of the deposit. All signed contracts require a 50% deposit to retain services. Upon completion of the sign, customer agrees to pay the full remaining balance before installment. Rockit Signz has the right not to install the sign if the full remaining balance has not been paid accordingly. In the event an exception is made and client fails to pay after installation, Rockit Signz has the right to remove the sign without notice. By signing below (you) the customer/owner are in acceptance of the terms and conditions outlined above.

\_\_\_\_\_  
**Customer/ Store Owner**

\_\_\_\_\_  
**Rockit Signz Representative**

This document serves as an official contract to retain services and demonstrates an agreement between both parties with signatures. Rockit Signz is committed to quality workmanship and customer service. We have 30 day manufacturer's warranty on materials used to complete the project. All Acts of God, defacing or destruction of the sign project is not the responsibility of Rockit Signz.

**Attachment D**

**Equal Business Opportunity (EBO)  
Program Requirements**

All projects that are awarded an incentive from the Downtown Memphis Commission shall include best faith efforts to reach no less than a 20% participation by women and /or minority-owned businesses (W/MBE) in the project's development cost (design and construction hard cost) and shall be compliant with the Downtown Memphis Commission Equal Business Opportunity (EBO) Program. If the landlord is responsible for the improvements it is the applicant's responsibility to ensure the landlord understands and complies with the CCDC's EBO policies. According to the estimates provided in the application, 20% of the total project cost would be approximately \$ 11900. Documentation of compliance with the EBO Program is a closing requirement. If the requirements of the EBO Program are not met, the CCDC reserves the right to cancel the incentive.

Utilization: retailers are required to utilize minority-owned businesses that are certified in order to receive credit for the utilization of a minority-owned business. Retailers must document all minority-owned businesses to be utilized, their percentage of utilization, and their intended use of funds. Such information should be submitted with the application on EBO Form A - Proposed Utilization Plan.

After an application is approved, the retailer shall be required to attend a conference with the DMC prior to executing their plan. The primary purpose of this conference is to finalize the minority-owned business participation as outlined in EBO Form B – Business Utilization Plan.

Post-Award Change: Any retailer who determines that a minority-owned business identified on EBO Form B – Business Utilization Plan cannot perform shall request approval from the DMC to contract with an alternate by submitting EBO Form C – Explanation of Changes to Original Utilization Plan. Such request will be reviewed and approved only after adequate documentation for the proposed change is presented.

Monthly Certification: Each month the retailer shall submit EBO Form D – Monthly Business Utilization Record of Payments Report, certifying all payments made to minority-owned businesses.

Unavailability: If retailer efforts to obtain minority-owned business participation are unsuccessful due to the unavailability of the minority-owned business, the retailer will submit a statement of unavailability on EBO Form E - Solicitation Certification Form.

Credit for Minority Participation in Joint Venture: A joint venture consisting of a minority owned entity and non-minority-owned entity will be credited with the minority-owned entity's participation on the basis of the percentage of the dollar amount of the work to be performed by the minority-owned entity. The DMC will maintain a database of minority-owned businesses. The database will be made available to assist developers in identifying minority-owned businesses with capabilities relevant to contracting requirements, joint venture and partnering opportunities. If the retailer utilizes a minority-owned business that is not listed on the DMC database, the retailer is responsible for assuring the certification of the minority owned business.

**Applicant Signature:** Michael A. Sewell **Date:** 9-27-16

**References:**

**Banking:**

Brenda Sills, Branch Manager  
Bancorp South  
7800 Winchester Road  
Memphis, TN 38125  
901-757-5600

**Landlord: (15 Years)**

Krishnan Ramesh  
Hedgerow Properties, LLC  
6717-6765 East Shelby Drive  
Memphis, TN 38125  
901-848-0461

**Personal/Business:**

Kenneth Moody, Community Affairs Special Assistant to Mayor Jim Strickland  
125 North Main  
Memphis, TN 38103  
901-201-8193



**VI. References.**

Please provide three references.

**VII. Legal Disclosure.**

Disclose whether any applicant, guarantor, or any other person involved with the project is currently engaged in any civil or criminal proceeding. Also disclose whether any individual involved with the project has ever been charged or convicted of any felony or currently is under indictment.

Please indicate if you have ever filed for bankruptcy. Supply detailed information.

**VIII. Disclaimer:**

The CCDC, DMC, and its affiliates are not responsible for business consulting, planning, design, or construction of improvements to property that is owned by the applicant or any other entity. No warranties or guarantees are expressed or implied by the description of, application for, or participation in the Exterior Improvement Grant. The applicant is advised to consult with licensed architects, engineers, and/or building contractors before proceeding with final plans or construction.

**IX. Applicant Signature**

The following statement must be included with the dated signature of the applicant or an applicant's representative:

This application is made in order to induce the CCDC to grant financial incentives to the applicant. The applicant hereby represents that all statements contained herein are true and correct. All information materially significant to the CCDC in its consideration of the application is included. The applicant acknowledges that it has reviewed the descriptions of the CCDC financial program for which it is applying and agrees to comply with those policies. The applicant shall also be required to show best faith efforts with regard to the employment of minority contractors. The applicant specifically agrees to pay all reasonable costs, fees and expenses incurred by the CCDC whether or not the incentive is granted or project completed.

Applicant Signature: Michael A. Arnold

Date: 9-27-16