

**Diversity Participation Report 3rd Quarter 2020**  
**Development Projects**  
**COMPLETED PROJECTS**

Date Completed	Date Approved	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (20%25% Proj. Value)	Diversity Participation \$	Diversity % of Project Value
9/30/2020	12/11/2018	Wisecre Brewing Co.	Corner BB King/Vance	Wisecre Brewing Co.	15-yr PILOT	\$ 7,231,974	\$ 1,807,994	\$ 2,005,280	28%
9/30/20	8/16/17	The Bakery Apartments	Edge District	Gary Prosterman/PGK Properties, LLC	20-yr PILOT	\$ 27,884,510	\$ 5,576,902	\$ 7,236,655	26%
9/10/2020	7/10/2018	18 S. Main	18 S. Main	Tom Intrator	13.5-yr PILOT	\$ 1,670,754.00	\$ 334,151	\$ 450,052	27%
6/30/20	10/13/15	The Citizen (Union & McLean)	Union & McLean	Belz HRP Partners	15-yr PILOT	\$ 28,038,808	\$ 5,607,762	\$ 7,380,624	26%
12/31/19	8/16/17	Orion Federal Credit Union HQ	400 Monroe	Orion Federal Credit Union	20-yr PILOT	\$ 20,046,879	\$ 4,009,376	\$ 5,467,053	27%
12/31/19	2/14/17	Arrive Hotel	477 S. Main St. & 484 S. Front St.	477 Memphis Hotel, LLC	15-yr PILOT	\$ 8,277,802	\$ 1,655,560	\$ 2,524,113	30%
10/25/19	6/13/17	Tennessee Brewery Phase II	(SE Corner of Tennessee St. & Butler Ave.)	495 TN Partners	20-year PILOT	\$ 13,224,372	\$ 2,644,874	\$ 2,859,225	22%
6/30/19	10/10/17	999 S Cooper Ave.	999 S Cooper Ave.	Focal Point Investments, LLC	11-yr. PILOT	\$ 2,699,845	\$ 539,969	\$ 585,527	22%

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6/30/19	3/14/18	Medical Arts Building	240 Madison & 251 Court Ave.	Walk-Off Properties, LLC	15-yr. PILOT	\$ 19,911,316	\$ 3,982,263	\$ 4,107,975	21%
10/31/19	8/16/17	Bakery Garage	Edge District	PGK Properties, LLC	20-year PILOT	\$ 8,308,405	\$ 1,661,681	\$ 2,031,157	24%
3/31/19	8/16/17	Leo Events	407/411 Monroe Ave.	River Hawk Properties (LEO Events)	20-year PILOT	\$ 2,322,498	\$ 464,500	\$ 468,164	20%
6/11/18	4/15/15	Universal Life Building	Linden/MLK & Danny Thomas	Self Tucker Properties, LLC	10-yr. PILOT, Dev. Ln. \$325,000	\$ 4,668,441	\$ 933,688	\$ 3,123,342	67%
2/26/19	2/21/18	11 W. Huling	11 W. Huling	Doug Carpenter	Development Loan \$100,000	\$ 112,350	\$ 22,470	\$ 109,756	98%
12/21/18	4/11/18	Oden Marketing	158 Vance Ave.	158 Ventures LLC	8-yr. PILOT	\$ 2,082,000	\$ 416,400	\$ 616,904	30%
12/19/18	6/12/20	Karen Adams	647 Madison Ave.	Karen Adams Designs	Development Loan - \$193,739	\$ 394,824	\$ 78,965	\$ 98,299	25%
11/20/18	6/10/16	ServiceMaster-Tenant's Work	150 Peabody Place	ServiceMaster	Dev. Grant, \$1,000,000, Parking Incentive	\$ 34,077,359	\$ 6,815,472	\$ 18,266,362	54%
11/1/18	10/10/13	Sears Crosstown/Crosstown Concourse	1350 Concourse Ave.	Crosstown, LLC	20-yr. PILOT	\$ 126,541,435	\$ 25,308,287	\$ 43,661,983	35%

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10/31/18	5/2/15	Tennessee Brewery-Phase I	SE Corner of Tennessee St. & Butler Ave.	495 TN Partners	20-yr PILOT, \$5,191,125 Public Garage Financing	\$ 29,332,950	\$ 5,866,590	\$ 8,379,160	29%
9/30/18	10/14/14	266 Phase II	266 South Front	266 Developer, LLC	10-yr. PILOT, Dev. Ln. \$325,000	\$ 6,879,130	\$ 1,375,826	\$ 2,037,941	30%
9/30/18	10/14/15	South Main Artist Lofts	138 St. Paul St.	Artspace Projects, Inc.	Dev. Grant \$200,000	\$ 10,880,082	\$ 2,176,016	\$ 2,122,902	20%
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%

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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%

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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%
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 \$20,000; Dv.	\$ 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%

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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)	\$ 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%

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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%
<b>Totals</b>						<b>\$ 646,994,008</b>	<b>\$ 129,760,400</b>	<b>\$ 191,444,121</b>	<b>30%</b>