

**Diversity Participation Report 3rd Quarter 2020**  
**Development Projects**  
**UNDER CONSTRUCTION**

Date Approved	Last Update	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (25%/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
1/14/20	10/9/20	2 story redevelopment at Main/Huling	400 South Main	Kenny Lipschutz, Blue Suede Properties, LLC	15-yr PILOT	\$ 3,261,665	\$ 815,416	\$ 664,331.00	\$ 585,219.00	88%	20%
9/10/19	9/30/20	Ambassador Hotel adaptive reuse	345 S. Main St.	Ed Cabigao, Cabigao Investments, LLC	15-yr PILOT, Develop Loan	\$ 2,970,910	\$ 742,727	\$ 928,667.49	\$ 243,509.35	26%	31%
5/14/19	N/A	Peabody Falls, LLC apartments	2009-2017 Peabody Ave.	Clarence Chapman	12-yr PILOT	\$ 4,467,796	\$ 1,116,949			#DIV/0!	0%
4/9/19	8/31/20	Poplar Arts Lofts, LLC apartments	1935 Poplar Ave.	Vince Smith, Jr.	15-yr PILOT	\$ 15,168,463	\$ 3,792,116	\$ 2,170,751.00	\$ 541,677.00	25%	14%
9/10/2019, 1/16/2019	8/31/2020	Butcher Shop	99-105 S. Front St.	Billy Orgel, 99-105 S. Front St, LLC	20- yr PILOT, Develop. Grant	\$ 26,095,603.00	\$ 6,523,900.75	\$ 1,893,609.77	\$ 1,558,597.23	82%	7%
11/13/18	9/30/20	Malone Park Commons	SE corner of Main & Saffarans	Andre Jones	15-yr PILOT, Develop Loan	\$ 2,417,741	\$ 604,435	\$ 442,462	\$ 76,006	17%	18%
2/14/19	9/30/20	FedEx Logistics	145 George W Lee (formerly Gibson Guitar)	FedEx Logistics	Development Grant	\$ 39,225,531	\$ 9,806,383	\$ 28,255,232	\$ 8,532,047	30%	72%
12/11/2018; 12/2/2019	10/1/20	Union Row	21 acres on Union Ave.	Kevin Adams, Big River Partners, LLC	30-yr TIF	\$ 553,356,309	\$ 154,939,767	\$ 11,960,065	\$ 1,507,181	13%	2%
11/13/18	8/24/20	Marine Residence	360 Metal Museum Drive	Lauren Crews, Desoto Pointe Partners, LLC	20-yr PILOT, Develop Loan	\$ 12,214,874	\$ 3,053,719	\$ 8,614,335	\$ 3,150,053	37%	71%

10/9/18	9/1/20	64 S. Main	64 South Main	Gabriel Velasquez, November 6 Investments	15-yr PILOT, Develop Loan	\$ 1,838,416	\$ 459,604	\$ 787,965	\$ 558,726	71%	43%
6/12/2018; 9/10/2019	7/31/20	Museum Lofts	138 Huling Ave.	Vince Smith, Jr.	10-yr PILOT	\$ 8,774,562	\$ 1,754,912	\$ 7,137,888	\$ 2,754,317	39%	81%
2/13/18	7/21/20	Flats at Overton Square	45 Diana St.	Aaron Petree/Cliff McLemore, PMT Investments, LLC	11-yr PILOT	\$ 1,636,350	\$ 327,270	\$ 1,482,316	\$ 330,588	22%	91%
6/12/18	9/30/20	Canopy Hotel	164 Union Ave.	MHF Memphis VI, LLC	15-yr PILOT	\$ 26,659,672	\$ 5,331,934	\$ 22,898,892	\$ 7,083,674	31%	86%
7/14/15	5/30/20	One Beale	Beale & Riverside	One Beale, LLC	20-yr. PILOT, up to \$10,000,000 for Public Garage	\$ 76,776,679	\$ 19,194,170	\$ 57,938,525	\$ 7,647,219	13%	75%
10/10/17	12/31/19	Archimania Offices	663/673 S Cooper St.	Filament, LLC	11-yr PILOT	\$ 2,941,571	\$ 588,314	\$ 1,402,506	\$ 272,570	19%	48%
						\$ 777,806,143		\$ 146,577,546	\$ 34,841,384	24%	