



**ECONOMIC DEVELOPMENT
GROWTH ENGINE**
FOR MEMPHIS & SHELBY COUNTY



APPLICANT INFORMATION

Please note: It is important to complete the entire application; incomplete forms will not be considered for review until all requested materials are submitted.

Name of Business: Memphis Magnetic Recording Co

Type of Business: Recording Studio

Name: Claire & Scott McEwen Referred By: John Lawrence

Business Address: 618 Vance Ave, Memphis TN 38126

Email: scott@memphismagneticrecording.com Phone: 615-500-8215

Federal Tax ID or Social Security Number: Fed E Redacted on copy for public viewing.

Years Owned: less than 1 year

Number of employees: 2

Legal Type: C-Corp S-Corp LLC Partnership LLP Proprietorship

Individual Non – Profit

Date Established: August 2017

Building Owner: Tenant: If Tenant, Term of Lease: _____
(Attach copy of lease to application)

List all owners, officers, directors and general partners of business and stockholders or limited partners owning 20 percent or more of the Applicant. All persons or corporations with an ownership interest of 20 percent or more will be considered a co-Applicant and must agree to the terms of the agreement. Attach additional sheet, if necessary.

Name: Scott McEwen % of ownership 50

Address: home 1812 Lakehurst Dr, Nashville, TN 37206

Name: Claire McEwen % of ownership 50

Address: home 1812 Lakehurst Dr, Nashville, TN 37206

If owner, do/will you also occupy the project space?

Yes No

BUILDING OWNER, IF NOT APPLICANT

Name: _____

Name of Business: _____

Address: _____

Email: _____ Phone: _____

Owner's Signature (if not Applicant) - Indicating Approval of Proposed Improvements, If Applicable

Name Date

PROJECT INFORMATION (Please check all that apply)

Leased or Purchased Project Address:

618 Vance Ave, Memphis TN

Facade: Interior Tenant Improvements: Streetscape: Building Expansion:

Mechanical Systems

HVAC Roof

Short description of the proposed use of funds (If additional space is needed please attach an addendum to this form):

We would like to build a new entry (which will serve as the building main door / lobby. This will
also allow us room for an ADA bathroom. We also would use the funds for a HVAC
system for the entire building.

BUILDING IMPROVEMENT PLAN (To be completed in conjunction with EDGE architect)
 Attach elevation and other drawings; detailed budget

Proposed Work Plan	\$ Estimated Cost
Façade Improvements	\$yes see build exp
Structural, Roof and HVAC	\$19,155
Building Expansion	\$32,000
Building Interior Renovation	\$
Furniture, Fixtures & Equipment	\$
Landscape & Streetscape Improvements	\$
Other	\$
Soft Costs	\$
Contingency (%)	\$
TOTAL	\$ 51,555

PROPOSED SOURCES OF PROJECT FUNDING

Source of Funds	\$ Amount
Applicant Cash	\$ 17,185
ICED Request	\$ max
Other – Specify	\$
TOTAL	\$ 51,555

ADDITIONAL QUESTIONS (If additional space is needed please attach an addendum to this form)

How do you anticipate meeting the match requirements of this forgivable loan?

Cash in bank. Please see attached PDF statement of funds from our bank

Do you anticipate any new tenants as a result of the improvements? If so, what kind of business?

We plan to be owner / operator

Do you anticipate any new employees (full-time /part-time) at the Project site? How many?

2 part time employees in the new year once open

For owner, what is the rent amount you will seek for the space(s)?

\$1000 per month

Proposed Timeline:

Spring 2018

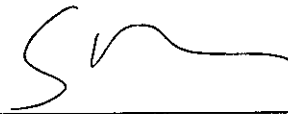
Additional Comments:

The undersigned hereby certifies that all information contained above and all information contained in attachments which make up this loan application are true to her/his best knowledge and belief, and are submitted for the purpose of obtaining financial assistance from the Economic Development Growth Engine for Memphis and Shelby County.

APPLICANT SIGNATURE:

DATE:

Scott McEwen



Nov 14, 2017

APPLICANT SIGNATURE:

DATE:

Claire McEwen



Nov 14, 2017

BUSINESS FINANCIAL INFORMATION FOR APPLICANT AND APPLICANT'S BUSINESS

(1) Please attach business federal tax returns for the previous three consecutive years. In the event that the business has been open less than three years please supplement with personal federal tax returns.

(2) Please include a summary and financial projections of the current or proposed business that will serve as a tenant for this space. The summary must include the following information:

Business Summary

- i. Description of the background and experience of the business owner.
- ii. Description of the business.
 - 1. What is your target market and what do you offer your customers?
 - 2. Describe the anticipated product mix, if applicable.
 - 3. What are your anticipated days and hours of operation?
- iii. What business support services might you need?

Financial Projections

- a. Annual costs for your business. Itemized list including but not limited to: advertising, insurance, licenses/permits, office/store supplies, store fixtures, and inventory.
- b. Projected income and operating expenses for 12 months (see sample attached).

(3) If the answer to any of the following questions is "yes," please furnish details on an attached sheet. Answering yes will not necessarily disqualify you.

- a. Have any owners, officers, directors, guarantors, general partners, stockholders or limited partners owning 20% or more of the business ever been charged with, or convicted of, any criminal offense, other than minor motor vehicle violations? Yes ___ No X
- b. Has the business or management of the business been informed of any current or on-going investigation of the business with respect to possible violations of local, state or federal laws? Yes ___ No X
- c. Has the business or any owners, officers, directors, guarantors, general partners, stockholders or limited partners owning 20% or more of the business been in receivership or adjudicated as bankrupt? Yes ___ No X
- d. Is the business or any owners, officers, directors, guarantors, general partners, stockholders or limited partners owning 20% or more of the business involved in any pending lawsuits? Yes ___ No X
- e. Does the business or property owner owe past due federal, state or local taxes of any nature? Yes ___ No X

I authorize EDGE/Lender to make inquiries as necessary to verify the accuracy of the statements made and to determine my creditworthiness. I certify the above and the statements contained herein are true and accurate as of the stated date(s). These statements are made for the purpose of obtaining a loan or guarantying a loan. I understand false statements may result in forfeiture of benefits and possible prosecution.

APPLICANT SIGNATURE:



DATE:

Nov 14, 2017

Scott McEwen

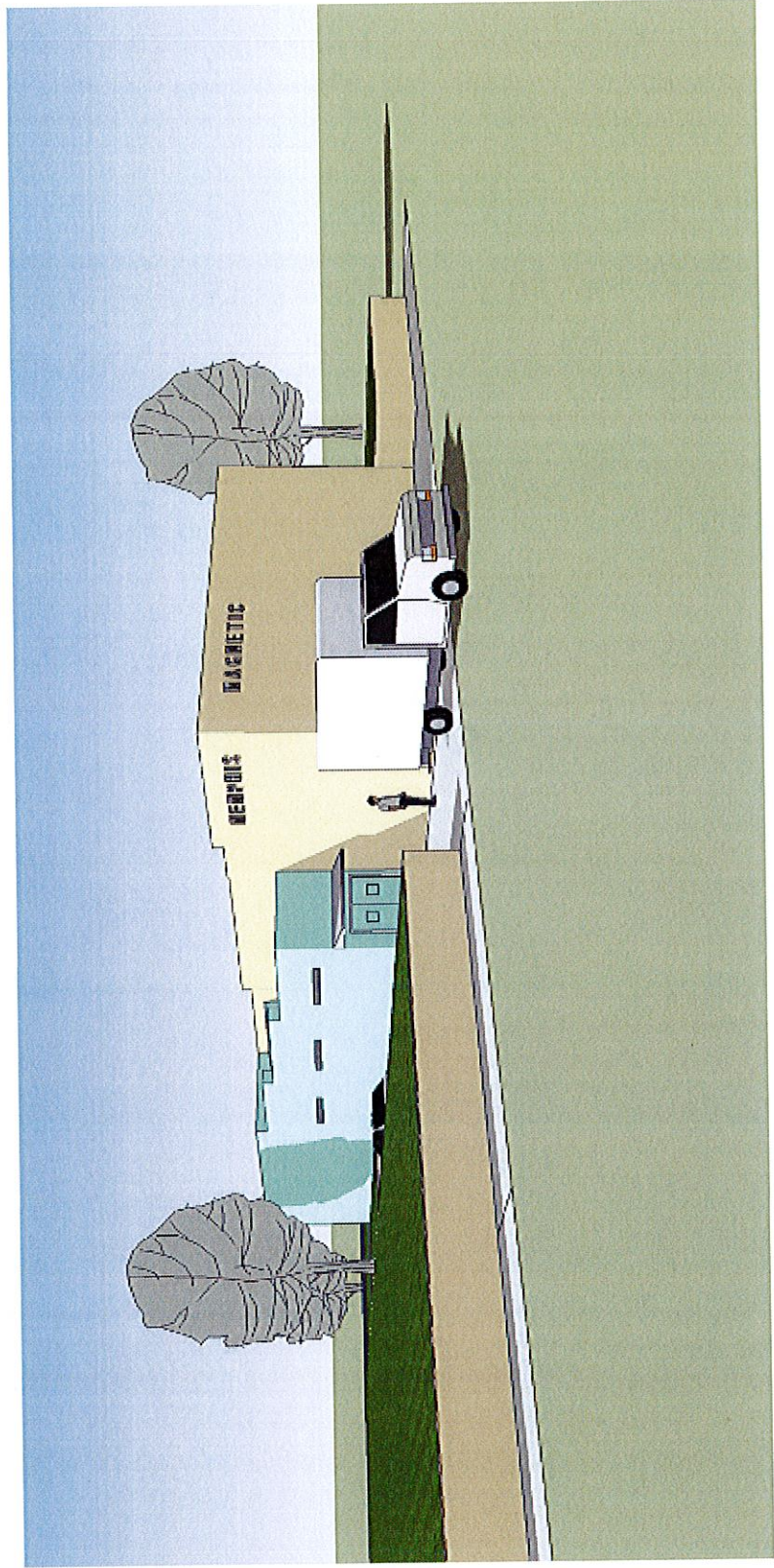
APPLICANT SIGNATURE:



DATE:

Nov 14, 2017

Claire McEwen



Business Summary

i:

Scott McEwen is the managing partner in Memphis Magnetic Recording Co. Scott owned and operated the Nashville recording studio Fry Pharmacy Recording from 2004 through 2015. Fry Pharmacy was an internationally known analog recording studio with clients from all over the globe. For many years, Fry Pharmacy was the #1 google search for analog recording Nashville. This Google position was “organic” and not paid for.

Last year Scott was featured in the New Yorker recommended book “Revenge of Analog” (see excerpt at google search “what-lady-gaga-finds-appealing-in-reel-to-reel”).

Due to the real estate market, Scott closed down his brick and mortar location in Nashville and he and his wife, Claire bought 618 Vance ave in Memphis. They are currently renovating this building into a world class “vintage inspired” recording studio.

Scott is well known in the Music Business and in addition his work as a recording engineer/producer he has been a professional bass player. As a bass player, he is best known for his years as a member of the Rounder Records, recording artists, The Tarbox Ramblers. He also has played bass for Robert Plant amongst other top names in the roots music world. He has toured the world and played such diverse stages as CBGB’s in NYC to The Grand Ole Opry in Nashville.

Before opening Fry Pharmacy Recording in Nashville, he lived in NYC and was International sales manager for Electro-Harmonix guitar effects and Sovtek vacuum tubes. In his time at Electro-Harmonix he personally took a sub \$100k international sales division to over \$2 million in yearly sales.

Currently (as of November 2017) Scott has a record production (JD McPherson’s, Undivided Heart and Soul, on New West Records) charting at #1 in the Americana Radio Charts for over 3 weeks and it currently stands at #3 on the Billboard sales charts.

McEwen as a musician and recordist, has always loved spending time in Memphis, the quality and feel of music that has been recorded there has an undeniable pull to it for him, and he firmly believes that this new vintage inspired recording studio, “Memphis Magnetic Recording Co” in its great location on Vance Ave will be a pull for clients across multiple musical genres.

ii:

Memphis Magnetic Recording’s target market is roots blues, roots rock and soul. Memphis Magnetic is housed in a building from the 1920s providing for a unique and creative recording environment. The studio boasts a wide variety of museum quality vintage analog equipment, and is committed to delivering an authentic analog sound and experience.

iii:

We look forward to tapping into the established studio network that exists in Memphis for studio tech services and to be a destination job for kids coming out of the Stax Academy and Made in Memphis recording programs.

Financial Projections

b. See attached

ADDENDUM #1

Describe your business, customers, market.....

Business Description

Memphis Magnetic Recording Co (MMR) is a recording studio that focuses on analog recording techniques and equipment. We seek to preserve the recording techniques of the classic American recording studios of the pre-digital music business.

Customers

Our customers are musicians interested in recording music the in the way albums were made in classic recording studios of the 1950's, 60's and 70's. There is actually a huge market for bands wanting to record on tape and further press up vinyl albums. The CD sales have falling off steady over the last decade and vinyl sales are taking up that void. Most bands, now press vinyl and release downloads, that is where the market is today. Analog tape recording is an extension to these market trends.

Market

Our market area is musicians local and international that have a desire to record on analog tape. We believe that Memphis and it's long and important history in the recording arts (before the advent of digital recording), makes a perfect location to attract the types of musicians who want to take advantage of the history that is Memphis music. The principle partner in MMR (Scott McEwen) has owned and operated a world renown analog recording studio in Nashville and we believe, based on direct polling from his client base that our clients are very excited to come and stay in Memphis to record.

We believe that although there are older / classic recording studios in Memphis such as Royal, Sun, Sam Phillips Recording, they are in some cases basically museums and in other cases, due to their historic status, priced out of reach for average musicians. Furthermore, we believe there is a void to be filled, by us coming in as a brand new, state of the art "vintage inspired, classic recording facility".

Our projected sales are \$200,000. This number is derived at 260 days booked a year (approx. 5 days a week for 52 weeks at \$800 per day.

Or in a more conservative model \$156,000 260 days X \$600 per day

Or an even more conservative model is \$144,000 20 days a month booked at \$600 per day. This is the model I will use in Attachment #2 (Monthly Projections)

Community

We believe receipt of this forgivable loan will benefit the community in that being one of the first buildings on the Vance Ave corridor between BB King and Peabody to be renovated, we can help be part of setting a tone. We also believe that we will bring new blood to the music community. Scott McEwen is a nationally known recording engineer focusing on analog recording and we hope to bring in outside money and visitors to this part of town and put Vance Ave on the map as a destination for artists to make analog recordings in this great city. We also plan to set up a program for young interns from places like the Stax Academy and Made in

Memphis recording programs for those kids interested in getting hands on experience with analog tape recording.

Table 1

	1	2	3	4	5	6	7	8	9	10	11	12
Income	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
Total Income	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00
Sales												
Studio Time \$600 per day @ 20 days												
Expenses												
Internet/WiFi	\$100.00	Same all fields										
Insurance	\$125.00											
Marketing/Promotion	\$100.00											
Mortgage	\$1000.00											
Payroll	\$3000.00											
Payroll Taxes	\$900.00											
Security	\$125.00											
Supplies	\$100.00											
Utilities MGLW	\$200.00											
Total Operating Expenses	\$5650.00											
Net Profit (Loss)	\$6350.00											

**This is projected sales at a conservative \$600 per day for studio time, and booked at 20 days a month. The reality is that some days will be booked at a higher rate of \$800-\$1000 per day, and some days will be booked lower. This is an average.

** Expenses are actual

New Market Tax Credits (NMTC) Interactive Map

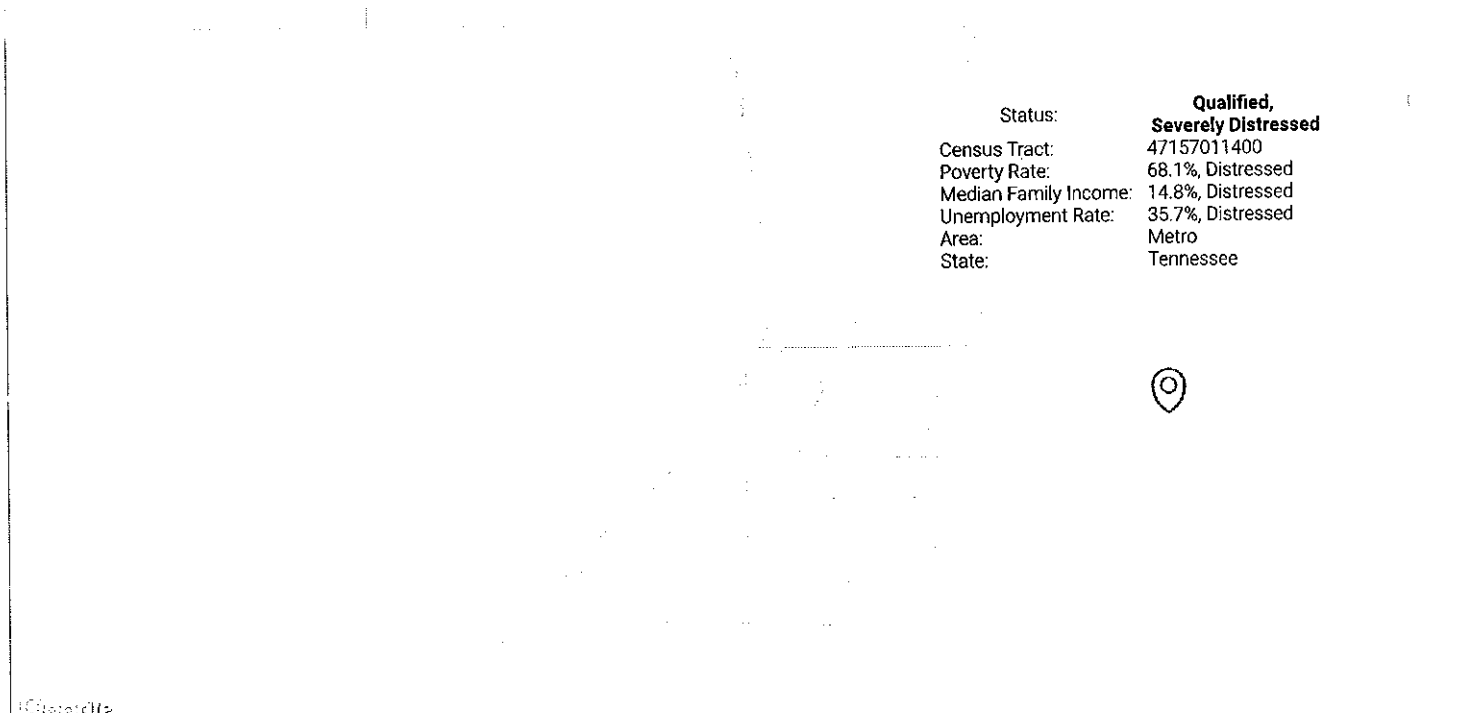
Your project may be eligible for the NMTC Program based on its location in a qualified census tract. This mapping tool helps assess eligibility using census-based criteria from the 2006-2010 American Community Survey.

Enter an address or U.S. census tract number for your project to see if it is "Qualified" for the NMTC Program and if it meets "Severely Distressed" criteria.

618 vance, memphis, tn

[Find Location](#)

[Need help? >](#)



Status:	Qualified, Severely Distressed
Census Tract:	47157011400
Poverty Rate:	68.1%, Distressed
Median Family Income:	14.8%, Distressed
Unemployment Rate:	35.7%, Distressed
Area:	Metro
State:	Tennessee

©2017 Google

<https://maps.google.com/maps?ll=35.136813,-90.041087&z=14&t=k&hl=en&gl=US&fnl=http://www.cohnreznick.com/nmtc-map>

QUALIFICATION CRITERIA

- Unqualified
- Qualified >
- Qualified, Severely Distressed >

[Contact us](#) (/contact-us)

Looking to use NMTCs for your project? Tell us more. (/contact-us) >

The NMTC Interactive Map and its results are provided to you by CohnReznick for informational purposes only and you use it at your own risk. The data used for the NMTC Interactive Map was provided by the Community Development Financial Institutions (CDFI) Fund. The validity of this data cannot be assured and should be verified with the CDFI Fund. Please contact your CohnReznick New Markets Tax Credit Services professional for any questions regarding the results obtained when using the map.

Even if your "Qualified" project does not meet "Severely Distressed" criteria, it may still meet "Severely Distressed" eligibility.

[View additional qualifiers >](#)

1- 2 TON HP
1- 3 TON HP
cooling

Automatic

Air Conditioning | Heating | Plumbing

Since 1943

Name Memphis Magnetic Recording
Address 688 Vance Ave
City Memphis TN Zip 38
Email scott@memphis magnetic recording

Date 11-3-17
Phone # _____
Cell 615-500-8215

We propose to furnish and install new equipment as listed below:

Brand Carrier ~~Furnace~~ Model _____ Efficiency _____
Brand Carrier Condenser Model Heat Pump Seer 16 2 STAGE
Brand Carrier Fan Coil Model with EM, heat strip, 10kw Variable Spd

Performance Series Equipment, all ductwork
flex, 4 EA custom round diffusers. We will install
customer supplied sound diffusers into duct system.

Thermostat YES Digital/programmable YES non-programmable _____

- Yes ___ No We will remove existing equipment
- Yes ___ No Install new equipment in the same location
- Yes No ___ Install new Plenum
- Yes ___ No Install New Transition
- Yes ___ No Reattach existing Ductwork
- Yes ___ No ___ Supply Misc Materials to make a complete change out
- Yes No ___ Wire, start and check for proper operation
- Yes ___ No Install E-Z Trap
- Yes No ___ Bring drain to code
- Yes No ___ Install new Drain Pan
- Yes ___ No Connect to existing gas pipe
- Yes No ___ Connect to existing electrical

Price: \$ 19155.85

Misc details Customer's Electrician to run circuit to Air handler
and heat pump. Customer's plumber to run condensate drain
to air handler.

Warranty: 1 year Labor ¹⁰ Year Parts 10 Years Compressor 10 years Coil 20 Years Heat Exchanger ___ Limited Life Time Heat Exchanger ___ Other Warranty _____

Interested in Financing lease option available.

Accepted by _____ Date _____ PO# _____



Department of the Treasury
Internal Revenue Service

OGDEN UT 84201-0038

In reply refer to: 0441895913
Aug. 16, 2017 LTR 147C 0
47-1798574 000000 00
00002414
BODC: SB

SCOTT MICHAEL MCEWEN
MAGNETIC RECORDING RESEARCH GROUP
1812 LAKEHURST DR
NASHVILLE TN 37206



009191

Employer identification number: 47-1798574

Dear Taxpayer:

Your employer identification number (EIN) is 47-1798574. Please keep this letter in your permanent records. Enter your name and EIN on all federal business tax returns and on related correspondence.

You can get any of the forms or publications mentioned in this letter by calling 800-TAX-FORM (800-829-3676) or visiting our website at www.irs.gov/forms-pubs.

If you have questions, you can call us at 800-829-0115.

If you prefer, you can write to us at the address at the top of the first page of this letter.

When you write, include this letter and provide in the spaces below, your telephone number with the hours we can reach you. Keep a copy of this letter for your records.

Telephone number () _____ Hours _____

Sincerely yours,


John Weaver
Program Manager, AM OPS 2

Enclosures:
Copy of this letter



Tom Leatherwood
Shelby County Register / Archives

As evidenced by the instrument number shown below, this document
has been recorded as a permanent record in the archives of the
Office of the Shelby County Register.

	
17079211	
08/03/2017	02:27 PM
2 PGS	
MELISA 1632355-17079211	
VALUE	15000.00
MORTGAGE TAX	0.00
TRANSFER TAX	55.50
RECORDING FEE	10.00
DP FEE	2.00
REGISTER'S FEE	1.00
WALK THRU FEE	0.00
TOTAL AMOUNT	88.50
TOM LEATHERWOOD REGISTER OF DEEDS SHELBY COUNTY TENNESSEE	

QUIT CLAIM DEED

This instrument prepared by: Kim Y. Williamson
280 Hernando Street, Suite 205
Memphis, TN 38126

For and in consideration of the sum of Fifteen Thousand Dollars (\$15,000.00), cash in hand paid by the hereinafter Grantee(s), and other good and valuable considerations, the receipt and sufficiency of which is hereby acknowledged, **Donovan T. Cole**, hereinafter called grantor(s), have bargained and sold, and by these presents do bargain, sell, remise, release, quitclaim, transfer and convey unto, **Claire B. and Scott M. McEwen**, a married couple, hereinafter called the Grantee(s), their heirs and assigns, a certain tract or parcel of land in Shelby County, State of Tennessee, described as follows, to wit:

Lot No. 19 of Smith and Preston Subdivision in Block 56, South Memphis, said property being more particularly described as follows:

BEGINNING at a point in the north line of Vance Avenue 284.9 feet west of Orleans street, being the southeast corner of Lot 19; thence north 148-1/2 feet to an alley; thence west with the south line of said alley 54.91 feet; thence south 148-1/2 feet to the north line of Vance Avenue; thence east with the north line of Vance Avenue 54.91 feet to the point of beginning.

*Property Address: 618 Vance Memphis, TN 38126
Parcel ID: 007-017-00012*

Being the same property conveyed to Grantor at recorded Deed 16093097 dated September 9, 2016 and filed in the Register's Office of Shelby County, Tennessee.

AND

*COMMENCING at the intersection of the north line of Vance Avenue with the east line of Cynthia Place; thence N00*24'00"W along the east line of Cynthia Place, a distance of 156.75 feet to a point in the center of an alley; thence east along the centerline of said alley, a distance of 55 feet to the point of Beginning; thence east along the centerline of said alley a distance of 55 feet to a point; thence S00*24'E parallel with the east line of Cynthia Place, a distance of 8.25 feet to a point in the south line off an alley; thence west along the south line of said alley; a distance of 55 feet to a point; thence N00*24'00"W, parallel with the east line of Cynthia Place, a distance of 8.25 feet to the point of Beginning. Containing 454 square feet.*

*Property Address: 0 Cynthia Place Memphis, TN 38126
Parcel ID: 007-017-00012Z*

Being the same property conveyed to Grantor at recorded Deed 16093097 dated September 9, 2016 and filed in the Register's Office of Shelby County, Tennessee.

This Quit Claim Deed was prepared without the benefit of any title search or abstract and the preparer hereof does not in any manner make any representations as to the accuracy hereof.

WITNESS my hand(s) this 3rd day of August, 2017.

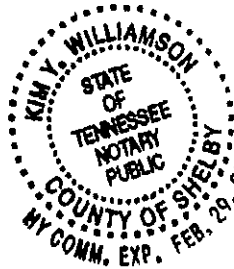


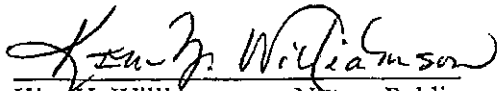
Donovan T. Cole

State of Tennessee
County of Shelby:

Personally appeared before me, the undersigned Notary Public, **Donovan T. Cole**, the within named bargainer, with whom I am personally acquainted (or proved to me on the basis of satisfactory evidence) and who acknowledged that he executed the within instrument for the purposes therein contained.

WITNESSED my hand and notarial seal this 3rd day of August, 2017.





Kim Y. Williamson, Notary Public

My Commission Expires February 29, 2020.

Property Addresses:


State of Tennessee, County of Shelby

618 Vance
Memphis, TN 38126

I, hereby swear or affirm that, to the best of affiant's knowledge, information and belief, The actual consideration for this transfer is \$15,000.00.

Name and Address of Property Owner:

Claire B. & Scott M. McEwen
1812 Lakehurst Drive
Nashville, TN 37206

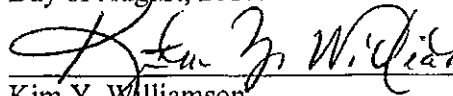


Affiant

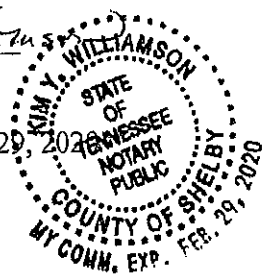
Mail Tax Bills To:

Claire B. & Scott M. McEwen
1812 Lakehurst Drive
Nashville, TN 37206

Subscribed and sworn to before me this 3rd
Day of August, 2017.



Kim Y. Williamson
Notary Public
My Commission Expires February 29, 2020



CITY OF MEMPHIS ePAYMENTS



Property Tax History

Parcel Number: 007017 00012
 Property Owner: MCEWEN CLAIRE B & SCOTT M
 Property Address: 618 VANCE
Current Balance: \$0.00

Balances shown are calculated as of the end of yesterday's business. Late fee programs are run nightly. Your payment will be applied starting with the oldest year not in bankruptcy. Do not use Internet queries for real estate closing. For final balance, call 522-1111, since all payments may not be posted and refunds may be due.

Year	Type	Assessment	Millage Rate	Tax Bill Number	Tax Assessed	Interest / Penalty	Other Charges	Total Due
2017	REAL	\$9,320	\$3.2715	5327	\$304.91	\$4.57	\$0.00	\$0.00
2016	REAL	\$5,640	\$3.4000	5333	\$191.77	\$0.00	\$0.00	\$0.00
2015	REAL	\$5,640	\$3.4000	5654	\$191.77	\$2.88	\$0.00	\$0.00
2014	REAL	\$5,640	\$3.4000	5586	\$191.77	\$2.88	\$0.00	\$0.00
2013	REAL	\$5,640	\$3.4000	5591	\$191.76	\$0.00	\$0.00	\$0.00
2012	REAL	\$6,000	\$3.1100	5621	\$186.60	\$0.00	\$0.00	\$0.00
2011	REAL	\$6,000	\$3.1889	5633	\$191.34	\$0.00	\$0.00	\$0.00
2010	REAL	\$6,000	\$3.1957	247289	\$191.75	\$0.00	\$0.00	\$0.00
2009	REAL	\$6,000	\$3.1957	5629	\$191.75	\$0.00	\$0.00	\$0.00
2008	REAL	\$5,840	\$3.2500	5696	\$189.80	\$0.00	\$0.00	\$0.00
2007	REAL	\$5,840	\$3.4332	243544	\$200.50	\$0.00	\$0.00	\$0.00

Printed Date: 11/14/2017 at 7:25 AM CST

John Lawrence

From: Steve Nash <snash@advancememphis.org>
Sent: Tuesday, November 21, 2017 2:30 PM
To: John Lawrence
Subject: Scott McEwen

John,

I met Scott six weeks ago on a Saturday while getting the mail. I stopped because Advance is just East on Vance Ave at 769 Vance Ave. I wanted to know who was investing in this building. I started Advance 18 years ago in an office at 626 Vance Ave, right beside his building. I've watched Scott's building sit idle for years. I hope Edge will grant a forgivable loan to Scott's recording business as you did for Advance Memphis' warehouse at 575 Suzette. At our office on Vance we had added landscaping and we are always glad to see our business neighbors investing in their property.

Please call if I can answer any questions.

Sincerely,

--

Steve Nash
Executive Director
Work: (901) 543-8525
Cell: (901) 277-3523



Keep up with all the good news!

ONLINE: www.advancememphis.org
FACEBOOK: www.facebook.com/advancememphis
TWITTER: <http://twitter.com/advancememphis>
BLOG: www.advancememphis.blogspot.com
YOUTUBE: www.youtube.com/AdvanceMemphis1