



JIM STRICKLAND  
*City of Memphis Mayor*



MARK H. LUTTRELL, JR.  
*Shelby County Mayor*

August 1, 2017

Reid Dulberger, President & CEO  
Economic Development Growth Engine  
Industrial Development Board of the  
City of Memphis and County of Shelby, Tennessee  
100 Peabody Place, Suite 1100  
Memphis, TN 38103

Re: Payment-in-Lieu-of-Taxes ("PILOT") Incentive of

Dear Mr. Dulberger:

We are pleased that Thomas & Betts is considering expanding its operations in Memphis and Shelby County. Based upon the attached Expansion PILOT Term Sheet ("term sheet") that was approved by the Economic Development Growth Engine Industrial Development Board of the City of Memphis and County of Shelby, Tennessee ("EDGE") pursuant to its Payment-in-Lieu-of-Taxes Program Policies and Procedures, we hereby approve the proposed 15-year Expansion PILOT benefit/incentive as stated in the term sheet.

Again, we are pleased that Thomas & Betts is considering expanding its operations in Memphis and Shelby County, and we certainly support its continued growth in our community.

A handwritten signature in blue ink that reads "Jim Strickland".

Jim Strickland  
Mayor, City of Memphis

A handwritten signature in blue ink that reads "Mark H. Luttrell, Jr.".

Mark H. Luttrell, Jr.  
Mayor, Shelby County