



JIM STRICKLAND  
City of Memphis Mayor



MARK H. LUTTRELL, JR.  
Shelby County Mayor

June 6, 2018

Reid Dulberger, CEO and President  
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-Tax ("PILOT") Incentive for Southgate Center

Dear Mr. Dulberger:

We are pleased to support the Community Builder PILOT for the Southgate Shopping Center project and are designating 1897 South Third as a site eligible for the program.

The parcel number is: 050056 00002

We appreciate the applicant's proposal to renovate the 218,550 square foot shopping center, recruit a grocery store as the primary anchor and work to improve overall long-term occupancy of the property. Based on the proposed investment of \$6,802,200 to increase healthy food options, remove blight, increase jobs and improve the overall quality of this neighborhood, we approve of this project being presented to the Economic Development Growth Engine Industrial Development Board of the City of Memphis and County of Shelby, Tennessee (EDGE) for consideration pursuant to its Community Builder Payment-in-Lieu-of-Tax Program Policies and Procedures for a 15-year PILOT.

Jim Strickland  
Mayor, City of Memphis

Mark H. Luttrell, Jr.  
Mayor, Shelby County



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