

GLANKLER  
BROWN  
ATTORNEYS

6000 Poplar Avenue, Suite 400  
Memphis, Tennessee 38119  
P 901.525.1322 F 901.525.2389  
www.glankler.com

**Stewart G. Austin**  
Direct 901.576.1706  
saustin@glankler.com

August 4, 2020

**HAND DELIVERY**

John Lawrence  
Economic Development  
Growth Engine  
100 Peabody Place, Suite 1100  
Memphis, TN 38103

**RE: RDX, LLC PILOT Application - 4504 American Way**

Dear John:

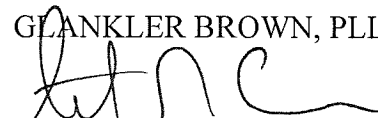
Enclosed please find RDX's PILOT application and a check in the amount of \$3,000.00 for the application fee.

RDX is excited to present the project to EDGE as it would enable RDX to continue its growth.

Please let me know if you have any questions.

Very truly yours,

GLANKLER BROWN, PLLC



Stewart G. Austin, Jr.

Enclosures

## PAYMENT-IN-LIEU-OF-TAX APPLICATION



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

---

**100 Peabody Place, Suite 1100**  
**Memphis, TN 38103**  
**(901) 341-2100**

Please submit your application online at [www.growth-engine.org](http://www.growth-engine.org)

APPLICATION FOR PILOT

ECONOMIC DEVELOPMENT GROWTH ENGINE INDUSTRIAL DEVELOPMENT BOARD OF  
CITY OF MEMPHIS AND SHELBY COUNTY, TENNESSEE

Applicant

Company Name: **RDX, LLC**  
Company Contact: **Roumen Denkov, President**  
Mailing Address: **7731 US HIGHWAY 70, Suite 107**  
City: **Bartlett** State: **Tennessee** Zip: **38804**  
Telephone: **901-791-2268** Fax: **800-536-8205**  
Federal Employer Identification Number: **45-2290284**

Applicant's Legal Structure: **Tennessee Limited Liability Company**

If any outside consultants will be representing the applicant (accounting firm, law firm or site consultant) in applying for this PILOT, please provide the following:

Company Name: **Glankler Brown, PLLC**  
Company Contact: **Stewart G. Austin, Jr.**  
Mailing Address: **6000 Poplar Avenue, Suite 400**  
City: **Memphis** State: **Tennessee** Zip: **38119**  
Telephone: **901-525-1322** Fax: **901-525-2389**

Project Location

- A. Address: **4504 American Way**
- B. Tax Parcel Numbers: **073022 00373**
- C. City of Memphis:  Yes  No
- D. New Market Tax Credit Eligible Site:  Yes  No

Project Description

RDX, LLC (together with its affiliated companies RDX Brokerage, LLC; RDX Leasing, LLC; and RDX Holdings, LLC) is an integrated trucking and transportation company providing nationwide freight and logistics services. RDX currently employs 20 in its leased space in Bartlett. The office (less than 5,000 sq. ft.) supports 85 drivers and 80 trucks. However, with continued growth RDX has outgrown its current location and seeks to build a custom office and terminal facility in Memphis. The new location is located closer to the southeast corridor distribution warehouses which will save thousands of hours of driver

time each year leading to efficiencies, reduced fuel consumption, lower emissions, and give drivers more flexibility with federally regulated driving hours. RDX's current location is currently at capacity and has no more room for office personnel, truck, and driver parking. The company simply cannot continue to grow at the current location.

The new 11,680 sq. ft. office facility and large parking would cost approximately \$8,699,485 and will provide the necessary infrastructure for RDX's future growth. RDX anticipates almost doubling its work force by adding at least 15 employees within two years of building completion. The new facility would be located at 4504 American Way and house all sales, administrative, dispatch and safety personnel, as well as state of the art safety training facility for its drivers and space for truck/trailer operations.

Contrary to news reports, RDX has not yet committed to the project or obtained permits and just now has received its construction pricing. As part of its investigation on the land, RDX received approval to use the area under TVA power lines for truck parking. Without that approval the location would not accommodate its growth.

Because of higher than normal site work costs for drainage and grading, PILOT benefits will be necessary to obtain financing and make the project viable. If PILOT benefits are awarded, the financial projections are favorable for proceeding with the development. The building site also has additional land for construction of future buildings and truck/trailer operations. The project will be constructed in two phases, which will be completed within the two-year ramp-up period.

RDX has proven over the years its support to the local community and businesses and is committed to using local and MWBE suppliers and vendors during construction of the project and after completion.

RDX is a fast-growing local company that started just nine years ago by Roumen Denkov and Dee Tchoparov. Since then RDX has quickly grown from two to twenty employees, 80 trucks, 85 drivers and a dispatch operation to cover nationwide transport and logistics.

**Project - Real Property Investment**

- Building a new 10,000 sq. ft. facility  
 Purchasing an existing facility, and  Making renovations or additions  
 Leasing \_\_\_\_\_sq. ft. of an existing facility and  Making renovations or additions

Category	Capital Investment
Purchase Price of Land	\$ 1,400,000.00
Purchase Price of Building	\$ -----
New Construction/Site	\$ 7,099,485.00
Renovation of Existing Structure	\$ -----
Soft Costs	\$ -----
<b>TOTAL</b>	<b>\$ 8,499,485.00</b>

**Project - Personal Property Investment**

Group	New	Relocated <sup>2</sup>

1 – Furniture, Fixtures, General Equipment & All Other Property Not Listed in Another Group	\$100,000.00	\$
2 – Computers, Copiers, Fax Machines, Peripherals & Tools	\$100,000.00	\$
3 -- Molds, Dies & Jigs	\$	\$
4 – Aircraft, Towers & Boats <sup>1</sup>	\$	\$
5 – Manufacturing Machinery	\$	\$
6 – Billboards, Tanks & Pipelines	\$	\$
7 – Scrap Property <sup>1</sup>	\$	\$
8 – Raw Material & Supplies <sup>1</sup>	\$	\$
9 – Vehicles <sup>1</sup>	\$	\$
<b>TOTAL</b>	<b>\$200,000.00</b>	<b>\$</b>

<sup>1</sup>Vehicles, towers, scrap and inventory are not eligible for a PILOT agreement, but the value of these items may be included in the determination of the PILOT benefit. <sup>2</sup>Depreciated value.

**Items to be submitted with this application**

- X Tax Compliance – Provide documentation demonstrating payment of all municipal, county, state, and federal taxes due for all properties owned by the Applicant located within Shelby County.
- X Application Fee (\$3,000.00) **Other**
- X Applicant Financial Information – Staff will need to review audited financial statements for the most recent three fiscal years.

This Application is made in order to induce EDGE to grant financial incentives to Applicant. Applicant represents and warrants that the statements contained herein or attached hereto are true and correct to the best of their knowledge and include all information materially significant to EDGE in its consideration of this Application.

Applicant has read and agrees to comply with all requirements of the EDGE Jobs PILOT Program Policies and Procedures. Applicant specifically agrees to pay all reasonable costs, fees, and expenses incurred by EDGE in connection with this Application, whether or not the financial incentives are granted or the Project is consummated.

Applicant: **RDX, LLC**

By: ~~Roumen Denkov, President~~



Date: July 27, 2020

RDX Companies Existing Employees

Position	# of Full-time Jobs	Average Annual Base Pay		Average Annual Overtime Incentive Pay		Annual Benefits		Annual Total Compensation	
		Each	Total	Each	Total	Each	Total	Each	Total
MANAGEMENT	5	\$53,560	\$267,800	\$33,200	\$166,000	\$0	\$0	\$86,760	\$433,800
CLERICAL	14	\$38,165	\$534,310	\$5,125	\$71,750	\$0	\$0	\$43,290	\$606,060
SALES	1	\$0	\$0	\$76,000	\$76,000	\$0	\$0	\$76,000	\$76,000
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total	20		\$802,110		\$313,750		\$0		\$1,115,860
Average			\$40,105.50		\$15,687.50		\$0.00		\$55,793

RDX Companies Expansion Employees

Position	# of Full-time Jobs	Average Annual Base Pay		Average Annual Overtime Incentive Pay		Annual Benefits		Annual Total Compensation	
		Each	Total	Each	Total	Each	Total	Each	Total
MANAGEMENT	2	\$52,000	\$104,000	\$6,000	\$12,000	\$3,200	\$6,400	\$61,200	\$122,400
CLERICAL	13	\$35,200	\$457,600	\$6,845	\$88,985	\$3,200	\$41,600	\$45,245	\$588,185
Total	15		\$561,600		\$100,985		\$48,000		\$710,585
Average			\$37,440.00		\$6,732.33		\$3,200.00		\$47,372

**Owner Name:** RDX HOLDINGS LLC  
**Property Location:** 4504 AMERICAN, Memphis TN  
**Mailing Address:** 7721 US HIGHWAY 70 BARTLETT, TN 38133-2068  
**Parcel ID#:** 07302200003730  
**Legal Description:** [Click Here](#)  
**Register GIS:** [Click Here](#)  
**Assessor GIS:** [Click Here](#)

**This Information is as of:** Tuesday, July 28, 2020 11:39:25 AM

**Print Notice:**



Total amount due is calculated with interest through the last day of the month. Other legal fees may be added during the month.

All tax year payoffs will be verified by the Trustee on the day of payment receipt. Payments will be applied and any remaining balance must be paid by the taxpayer before the tax lien can be removed.

To see transaction details for a receivable, click on the year:

Year	Taxing Authority	Assessment	Tax Due	Interest / Penalty	Total Fees	Total Due
<u>2020</u>	Shelby County	\$447,640.00	\$18,129.42	\$0.00	\$0.00	\$18,129.42
<u>2019</u>	Shelby County	\$447,640.00	\$0.00	\$0.00	\$0.00	\$0.00
<u>2018</u>	Shelby County	\$447,640.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Totals:</b>			\$18,129.42	\$0.00	\$0.00	\$18,129.42





(<https://epayments.memphistn.gov>)

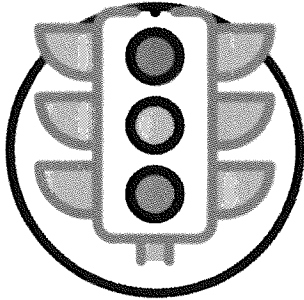
**Home (../Default.aspx)**

**Make a Payment (<https://PayIT901.com>)**

**How it Works (../FiveEasySteps.aspx)**

**Convenience Fee (../ConvenienceFee.aspx)**

**FAQ (../FAQ.aspx)**



## Lookup Property Taxes

Call (901) 522-1111 for questions or problems.



Number: 073022 00373

Property Owner: RDX HOLDINGS LLC

Property Address: 4504 AMERICAN WAY

Current Balance: \$14,306.52

Although every effort has been made to insure the accuracy of this data, it is deemed reliable but not guaranteed. Under no circumstances should any information obtained via the internet be relied upon for legal accuracy or correctness. In any case where legal reliance upon information is required you should consult the official records of the Treasury Office.

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
2020	REAL	\$447,640	\$3.195986	0136690	\$14,306.52	\$0.00	\$0.00	\$14,306.52
2019	REAL	\$447,640	\$3.195986	0136685	\$14,306.51	\$0.00	\$0.00	\$0.00
2018	REAL	\$447,640	\$3.195986	0136797	\$14,306.51	\$0.00	\$0.00	\$0.00

To review the payment history for any record displayed, click on the year you wish to review and a payment history will be displayed.