

**Minutes of the  
ECONOMIC DEVELOPMENT FINANCE COMMITTEE  
of the Economic Development Growth Engine (EDGE)  
Industrial Development Board of the City of Memphis and County of Shelby, Tennessee  
Wednesday, December 2, 2015**

The Meeting of the **Economic Development Finance Committee of the Economic Development Growth Engine (EDGE), Industrial Development Board of the City of Memphis and County of Shelby, Tennessee** was held at **Memphis Area Association of Realtors, 6393 Poplar Avenue, Memphis TN 38119**, on **Wednesday, December 2, 2015 at 2:05 p.m.**

**Members Present:**

Natasha Donerson, Committee Chairperson  
John Ivy, Vice-Chairperson  
Keith Collins  
Luke Yancy IV

**Members Absent:**

Darrell Cobbins  
Phil Stevenson

**Also Present:**

Reid Dulberger, President/CEO	Mary Claire White, Falling Into Place
Katrice Feild, Legal Counsel	Vonesha Mitchell, Communities Unlimited
John Lawrence, EDGE	Demitris Griffin, G's Wings, Fish, Burgers, & More
Emmett McKnight, EDGE	Larry Griffin, G's Wings, Fish, Burgers, & More
Carmen Franklin, EDGE	Ms. Donald, Tchulahoma Neighborhood Watch
Jessie Horton, Jr., J&H Graphic Screen Printing, Inc.	Jonathan Nyaku, Memphis Consulting Group
Cecil Humphreys, Jr., Lodestone Design	Rod DeBerry, Shelby County Trustees Office

Upon determination of a quorum, the meeting was called to order by Economic Development Finance Committee Chairman Natasha Donerson at 2:05 p.m. Chairman Donerson opened the floor for public comments. No public comments were made.

**Approval of Minutes from the October 7, 2015 ED Finance Committee Meeting**

The first item of business was a review of the minutes of the ED Finance Committee meeting held on Wednesday October 7, 2015. Keith Collins moved the minutes be approved as presented. The motion was seconded by John Ivy. The minutes were approved on an affirmative vote of the following members:

Natasha Donerson  
John Ivy  
Keith Collins  
Luke Yancy IV

**Loan Program Opportunities**

***J&H Graphic Screen Printing, Inc. ICED Loan Request***

John Lawrence, Manager, Strategic Economic Development Planning at EDGE, along with J&H Graphic Screen Printing, Inc. owner Jessie Horton, Jr., presented the ICED Loan Request. Mr. Horton, a disabled Vietnam veteran, has 17 years of experience in the screen printing business. Due to the sale of the building that he had rented for 14 years, Mr. Horton purchased a 6,000 square foot building at 2331 Elvis Presley; however he needs help funding renovations. Total project costs will be \$31,966 beyond the \$80,000 purchase price of the building. Staff

recommended a \$21,310 loan with a term of 3 years to assist with exterior and interior improvements. The funding will help the Applicant retain 4 jobs and add 10 new jobs.

Mr. Horton commented that the jobs should expand to 10 within a year. Some of his customers include the NAACP, the School System, drive-by business, and walk-in business.

Luke Yancy moved approval of the J&H Graphic Screen Printing, Inc. ICED Loan Request in the amount of \$21,310.

**RESOLUTION TO APPROVE ICED LOAN TO J & H GRAPHIC SCREEN PRINTING INC.**

Jessie Horton, Jr., owner of J & H Graphic Screen Printing Inc. (the "Applicant"), has submitted to the Economic Development Finance Committee (the "Committee") of the Economic Development Growth Engine Industrial Development Board of the City of Memphis and County of Shelby, Tennessee (the "Board") an application (the "Application") for an Inner City Economic Development ("ICED") loan to assist the Applicant in making facade and interior improvements and renovations at 2331 Elvis Presley, Memphis, Tennessee (the "Application").

**WITH RESPECT THERETO**, the Committee hereby resolves as follows:

1. Based on the representations set forth in the Application and the recommendation of the staff of the Board, as summarized in the attached term sheet, which is incorporated herein by reference, the Committee on behalf of the Board hereby awards and agrees to provide the Applicant a \$21,310 loan (the "Loan") to assist the Applicant in its Project.

2. The Board Chairman and any other officer of the Board are authorized to execute any and all documents related to the Loan on behalf of the Board.

**Applicant:** J & H Graphic Screen Printing, Inc. - Jessie Horton, Jr., Owner  
**Address:** 2331 Elvis Presley, Memphis, TN 38106  
**Parcel Number:** 080016 000008  
**Recommendation:** \$21,310 ICED Loan

Jessie Horton, Jr., owner of J & H Graphic Screen Printing, is seeking an Inner City Economic Development (ICED) Loan to help fund HVAC installation, roof repairs and weather sealing, shop lighting, fencing and signage. Total Project costs are \$31,966.

J & H Graphic Screen Printing was forced to relocate following the sale of the building the company rented for 14 years. The company purchased their new location and now needs to complete improvements to the property. J & H prints and packages t-shirts, caps and tote bags for businesses, school fundraisers and walk-in customers. The loan will help the business retain 4 jobs and add 10 new employees as the operation ramps back up in the new 6,250 square foot location.

Staff recommends approval of an Inner City Economic Development Loan to J & H Graphic Screen Printing, Inc., not to exceed \$21,310 to be distributed as the owner completes significant portions of the project located at 2331 Elvis Presley Boulevard and an owner injection of \$10,656 has been achieved and documented per the schedule below.

LOAN DATA	DETAILS
Term	3 years
Interest Rate	0%
Loan Amount	\$21,310
Jobs	4 (Existing) 10 (New)

PROPOSED USE OF FUNDS	PROPOSED SOURCE OF FUNDS	
	OWNER EQUITY	ICED FUNDS
Replace 8 Ton HVAC System	\$4,833	\$9,667
- Furnace, Coil & Condenser		
- Trunk & Branch Ducts		
- Thermostat & Wiring		
Repair Roof, Pipes & Gutter	\$800	\$1,600
Weather-strip Seal Overhead Door	\$187	\$373
Install 14 Suspended Light Fixtures	\$1,149	\$2,297
Install 100 Amp Circuits for Dryers	\$520	\$1,040
Install Exterior Fence & Gate	\$1,667	\$3,333
Install 4 x 8 Readerboard Sign	\$1,500	\$3,000
<b>Total</b>	<b>\$10,656</b>	<b>\$21,310</b>

The motion was seconded by Keith Collins. After discussion by the Committee, the motion was approved on an affirmative vote of the following members:

- Natasha Donerson
- John Ivy
- Keith Collins
- Luke Yancy IV

***Lodestone Design ICED Loan Request***

John Lawrence, along with Lodestone Design owner Cecil Humphreys, Jr., presented the ICED Loan Request. Mr. Humphreys left his law practice to pursue artistic endeavors and his bronze designs are sold nationwide. The custom bronze work is sold through designer showrooms with the major product being bronze bowls. Staff recommended a \$25,000 loan with a term of 3 years. Funding from the ICED Loan would assist in replacing garage doors, façade improvements, and interior improvements.

John Ivy moved approval of the Lodestone Design ICED Loan Request in the amount of \$25,000.

**RESOLUTION TO APPROVE ICED LOAN TO  
LODESTONE DESIGN, INC.**

Lodestone Design, Inc., d/b/a Cecil Humphreys Bronze (the “Applicant”), has submitted to the Economic Development Finance Committee (the “Committee”) of the Economic Development Growth Engine Industrial Development Board of the City of Memphis and County of Shelby, Tennessee (the “Board”) an application (the “Application”) for an Inner City Economic Development (“ICED”) loan to assist the Applicant in making facade and interior improvements and renovations at 578 South Highland, Memphis, Tennessee (the “Project”).

**WITH RESPECT THERETO**, the Committee hereby resolves as follows:

1. Based on the representations set forth in the Application and the recommendation of the staff of the Board, as summarized in the attached term sheet, which is incorporated herein by reference, the Committee on behalf of the Board hereby awards and agrees to provide the Applicant a \$25,000 loan (the “Loan”) to assist the Applicant in its Project.
2. The Board Chairman and any other officer of the Board are authorized to execute any and all documents related to the Loan on behalf of the Board.

**Applicant:** Lodestone Design, Inc. - Cecil Humphreys, Owner  
**Address:** 578 South Highland, Memphis, TN 38111  
**Parcel Number:** 046009 000008  
**Recommendation:** \$25,000 ICED Loan

Lodestone Design, Inc., dba Cecil Humphreys Bronze, is seeking a \$25,000 Inner City Economic Development (ICED) Loan to help fund creation of an exterior courtyard and replace front facing garage doors. Total project costs are estimated to be \$40,491.

Cecil Humphreys Bronze designs and creates sculptures that are sold in New York, Chicago, Atlanta, San Francisco, Denver and Phoenix. Mr. Humphreys has used this location as a studio for ten years. He now wants to activate 3,000 square feet of unused interior space, establish an indoor/outdoor gallery, and repair sidewalks and curbs around the building.

Mr. Humphreys has a strong desire to further enhance pedestrian friendly activities in the University District. This project establishes secure onsite event space, while embracing the public realm.

Staff recommends approval of an Inner City Economic Development Loan to Lodestone Design, Inc., dba Cecil Humphreys Bronze, not to exceed \$25,000 to be distributed as the owner completes significant portions of the project located at 578 South Highland and an owner injection of \$15,491 has been achieved and documented.

LOAN DATA	DETAILS
Term	3 years
Interest Rate	0%
Loan Amount	\$25,000
Jobs	1 (Existing)

PROPOSED USE OF FUNDS	PROPOSED SOURCE OF FUNDS	
	OWNER EQUITY	ICED FUNDS
Garage Door Installation - 2 Raynor Alumaview Glass Doors - 2 Standard Lift Security Screens	\$5,458	\$10,915
Courtyard - Asphalt Removal - Dirt Backfill	\$1,143	\$2,287
Iron Fence Installation	\$1,283	\$2,567
Concrete Curbcut Removal/Replacement	\$1,500	\$3,000
Landscaping	\$2,667	\$5,333
Contractor Fees	\$3,440	\$898
<b>Total</b>	<b>\$15,491</b>	<b>\$25,000</b>

The motion was seconded by Keith Collins. After discussion by the Committee, the motion was approved on an affirmative vote of the following members:

- Natasha Donerson
- John Ivy
- Keith Collins
- Luke Yancy IV

***Falling Into Place ICED Loan Request***

John Lawrence, along with Falling Into Place owner Marie Clair White, presented the ICED Loan Request. Ms. White, a former teacher, has owned 3 other small businesses over the past 17 years. Falling Into Place is a shop that carries local goods, novelties, and in-house items by independent artisans and goods makers. Staff recommended a \$25,000 loan with a term of 3 years to help fund construction of outdoor improvements, workspace expansion and solve drainage issues. Funding will also help retain 2 jobs and add 1 more. Mr. Lawrence introduced Vonesha Mitchell from Communities Unlimited who added her support for the project. Usable space at the 1,050 square-foot building at 2613 Broad Avenue would be expanded to include 3,000 square-feet of exterior space.

Keith Collins moved approval of the Falling Into Place ICED Loan Request in the amount of \$25,000.

**RESOLUTION TO APPROVE ICED LOAN TO  
FALLING INTO PLACE**

Mary Claire White, d/b/a Falling Into Place (the "Applicant"), has submitted to the Economic Development Finance Committee (the "Committee") of the Economic Development Growth Engine Industrial Development Board of the City of Memphis and County of Shelby, Tennessee (the "Board") an application (the "Application") for an Inner City Economic Development ("ICED") loan to assist the Applicant in making facade and interior improvements and renovations at 2613 Broad Avenue, Memphis, Tennessee (the "Project").

**WITH RESPECT THERETO**, the Committee hereby resolves as follows:

1. Based on the representations set forth in the Application and the recommendation of the staff of the Board, as summarized in the attached term sheet, which is incorporated herein by reference, the Committee on behalf of the Board hereby awards and agrees to provide the Applicant a \$25,000 loan (the "Loan") to assist the Applicant in its Project.
2. The Board Chairman and any other officer of the Board are authorized to execute any and all documents related to the Loan on behalf of the Board.

**Applicant:** Mary Claire White, dba Falling Into Place  
**Address:** 2613 Broad Avenue, Memphis, TN 38112  
**Parcel Number:** 033041 00012  
**Recommendation:** \$25,000 ICED Loan

Mary Claire White, dba Falling Into Place, is seeking a \$25,000 Inner City Economic Development (ICED) Loan to help fund construction of outdoor improvements related to workspace expansion, entertainment space and drainage issues. Costs for this phase of the project are estimated to be \$25,842. Total Project costs are \$58,630.

Falling Into Place is more than a destination retail location. It is a unique shopping experience combining in-house creations, independently designed products, community workshops and special events. Since opening in April, Ms. White has seen demand grow for event driven sales and the importance of completing her vision for the space.

The loan will help retain two jobs and hire an additional person. Falling Into Place will be able to expand beyond the 1,050 square-foot building into 3,000 square-foot exterior space.

Staff recommends approval of an Inner City Economic Development Loan to Mary Claire White, dba Falling Into Place, not to exceed \$25,000 to be distributed as the owner completes significant outdoor portions of the project located at 2613 Broad Avenue per the schedule below.

LOAN DATA	DETAILS
Term	3 years
Interest Rate	0%
Loan Amount	\$25,000
Jobs	2 (Existing) 1 (New)

PROPOSED USE OF FUNDS	PROPOSED SOURCE OF FUNDS	
	OWNER EQUITY	ICED FUNDS
<b>Phase One</b>		
Interior Renovation	\$18,690	
Entrance Facade	\$13,001	
Exterior Wash & Paint	\$1,097	
<b>Phase Two</b>		
Exterior Demolition & Site Grading	\$842	\$3,901
Stone Wall Construction		\$2,800
Base Landscaping		\$4,221
Drip Irrigation System		\$480
Lighting System		\$1,598
Pergola Construction		\$3,000
9' Privacy Fence		\$5,700
Side Entry Walkway		\$3,300
<b>Total</b>	<b>\$33,630</b>	<b>\$25,000</b>

The motion was seconded by Luke Yancy. After discussion by the Committee, the motion was approved on an affirmative vote of the following members:

- Natasha Donerson
- John Ivy
- Keith Collins
- Luke Yancy IV

***G’s Wings, Fish, Burgers & More ICED Loan Request***

John Lawrence, along with G’s Wings, Fish, Burgers & More owners Demetris and Larry Griffin, Sr., presented the ICED Loan Request. G’s Wings is a family-run restaurant specializing in cook-to-order spicy chicken wings, a favorite menu item of the police officers, firemen, and surrounding businesses in the Oakhaven Neighborhood. Staff recommended a \$25,000 loan with a 3 year term to help fund new flooring in the dining room, renovations of the serving area, kitchen equipment, and HVAC upgrades. The loan will help retain 3 jobs and make critical improvements to the 1,200 square foot space.

Mr. Lawrence introduced Ms. Donald, founder of the Tchulahoma Neighborhood Watch, who wrote a letter in support of the Applicants. Ms. Donald commented that the area surrounding the Applicants’ business can be viewed as a forgotten area and the only mention of development occurs when a warehouse is built. There is a desperate need for an influx of businesses that can lift up the area. The Applicant’s project would be a start and would also provide an encouragement for other businesses to follow.

John Ivy moved approval of the G’s Wings, Fish, Burgers & More ICED Loan Request in the amount of \$25,000.

**RESOLUTION TO APPROVE ICED LOAN TO  
G’S WINGS, FISH, BURGERS & MORE**

Demitris Griffin, d/b/a G’s Wings, Fish, Burgers & More (the “Applicant”), has submitted to the Economic Development Finance Committee (the “Committee”) of the Economic Development Growth Engine Industrial Development Board of the City of Memphis and County of Shelby, Tennessee (the “Board”) an application (the “Application”) for an Inner City Economic Development (“ICED”) loan to assist the Applicant in making facade and interior improvements and renovations at 4635 Tchulahoma, Memphis, Tennessee (the “Project”).

**WITH RESPECT THERETO**, the Committee hereby resolves as follows:

1. Based on the representations set forth in the Application and the recommendation of the staff of the Board, as summarized in the attached term sheet, which is incorporated herein by reference, the Committee on behalf of the Board hereby awards and agrees to provide the Applicant a \$25,000 loan (the "Loan") to assist the Applicant in its Project.
2. The Board Chairman and any other officer of the Board are authorized to execute any and all documents related to the Loan on behalf of the Board.

**Applicant:** Demetris Griffin, dba G’s Wings, Fish, Burgers & More  
**Address:** 4635 Tchulahoma, Memphis, TN 38118  
**Parcel Number:** 060231 00035C  
**Recommendation:** \$25,000 ICED Loan

Demetris Griffin, dba G’s Wings, Fish, Burgers & More, is seeking a \$25,000 Inner City Economic Development (ICED) Loan to help fund new flooring in the dining room, renovations to the serving area, kitchen equipment and heating-ventilation-air-conditioning upgrades. Costs for this phase of the project are estimated to be \$26,616. Total project costs are estimated to be \$38,533.

This family-run restaurant currently serves surrounding neighborhoods and warehouse employees. After 18 months in business, the Griffin’s need to upgrade equipment to speed service. The owners also have a desire to improve the atmosphere for customers and kitchen conditions for staff.

The loan will help retain three jobs and allow G’s Wings, Fish, Burgers & More to make critical improvements to the 1,200 square-foot space.

Staff recommends approval of an Inner City Economic Development Loan to Demetris Griffin, dba G’s Wings, Fish, Burgers & More, not to exceed \$25,000 to be distributed as the owner completes significant phase-two portions of the project located at 4635 Tchulahoma per the proposed sources and uses schedule attached.

LOAN DATA	DETAILS
Term	3 years
Interest Rate	0%
Loan Amount	\$25,000
Jobs	3 (Existing)

PROPOSED USE OF FUNDS	PROPOSED SOURCE OF FUNDS	
	OWNER EQUITY	ICED FUNDS
<b>Phase One</b>		
Bar B Q Pit 24 x 48	\$1,200	
Hood Installation	\$2,949	
Refrigeration & Cooking Equipment	\$6,709	
Dining & Serving Equipment	\$706	
Misc. Construction Materials	\$353	
<b>Phase Two</b>		
4 Ton Pack Unit for Kitchen (HVAC)	\$1,616	\$8,890
Dining Room Floor		\$3,243
Service Area/Kitchen Renovation		\$3,585
- Raise Front Wall to Ceiling		
- Raise Service Window		
- Install Kitchen Exhaust Vent		
- Move Office Wall		
Ice Machine Installation		\$3,505
Kitchen Equipment		\$5,777
- Natural Gas Oven		
- Electric Oil Filter		
- Toaster		
- Iced Tea Brewer		
<b>Total</b>	<b>\$13,533</b>	<b>\$25,000</b>

The motion was seconded by Keith Collins. After discussion by the Committee, the motion was approved on an affirmative vote of the following members:

Natasha Donerson  
John Ivy  
Keith Collins  
Luke Yancy IV

**Administrative Issues and Reports to the Committee**

***Other/Remarks for the Good of the Order:***

Chairman Donerson extended appreciation to the Committee for their service and for providing a positive impact on the community.

There being no further business before the Committee, the meeting was adjourned at 2:50 p.m.

\_\_\_\_\_ ED Finance Committee Chairperson