



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

## **Community Builder PILOT Term Sheet: MLB-Uptown, LLC to Invest \$5.5 Million**

MLB-Uptown, LLC (Applicant) is seeking a 15-year Community Builder PILOT to enable the organization to invest more than \$5.5 million at a blighted facility located at 544 Jackson Avenue.

The Applicant will invest \$717,000 to purchase the Jackson Avenue facility, and an additional \$1,950,000 in building renovations. The Applicant will spend an additional \$350,000 in soft costs. Soft costs of \$350,000 will not be abated.

The applicant will invest \$1,800,000 in personal property at the shuttered Jackson Avenue location.

The Applicant will receive \$754,000 in Community Reinvestment Credit (CRC) for the use of 100 percent (25,900 sq. ft.) of the Jackson Avenue location, for a total capital investment of \$5,571,000.

MLB-Uptown, LLC is a 501 c(3) that has managed \$150M in investment over a 100 city block area with 268 single family homes, 549 multifamily units, and 69 senior units. MLB facilitated the development of 500 vacant parcels in the Uptown Memphis neighborhood.

MLB is applying for the Community Builder PILOT for the purpose of attracting a grocery store to the Jackson Avenue location, the former Chism Trail grocery store. 68 percent (15,714) of residents in the surrounding area have low access to fresh foods, causing the USDA to classify the area as a food desert.

In June 2001, the CRA Plan for Uptown was adopted by Memphis City Council and Shelby County Commission. The comprehensive plan was prepared by the Community Redevelopment Agency of Memphis and Shelby County with input from MHA and LGLLC. The CRA is housed at the City of Memphis Division of Planning and Development and administers the Tax-Increment-Financing (TIF) funds with oversight from both the City Division of Finance and the County Finance Department.

At that time, MLB-Uptown, LLC was created to acquire, prepare and dispose of property within Uptown for redevelopment.

The CRA Plan for Uptown has been amended twice since its original form – once in November 2009 and again in March 2011 – primarily to add additional components that established and encouraged partnerships with existing neighborhood groups and services to sustain the neighborhood in the long-term.

The mayors of both the City of Memphis and the County of Shelby have reviewed MLB's application and jointly recommend it for approval by EDGE.

**Company:** MLB-Uptown, LLC | **Address:** 544 Jackson Avenue Memphis, TN Parcel #001107 00001  
**PILOT Type:** Community Builder | **PILOT Term:** 15 years | **Property:** Real & Personal Property | **5 year initiation period** |  
**Ramp-up:** 1 year  
**Economic Development Growth Engine (EDGE) Industrial Development Board of the City of Memphis and County of Shelby, Tennessee**  
**Address:** 100 Peabody Place, Ste. 1100, Memphis, TN 38103 | **Phone:** (901) 341-2100 | **Website:** [www.growth-engine.org](http://www.growth-engine.org) |



The 15-year Community Builder PILOT for the Applicant is based on the following terms:

PILOT DATA	DETAILS
Capital Investment	\$5,271,000
	DETAILS
New Tax Revenue	\$315,151
Tax Incentive	\$945,454

### Community Builder PILOT terms

City of Memphis - % Paid		Shelby County Terms - % Paid	
Personal Property	Year 1-15 25%	Personal Property	Year 1-15 25%
Real Property	Year 1-15 25%	Real Property	Year 1-15 25%

### Budget

Real Property	Details
New	\$1,950,000
CRC	\$754,000
Sub-Total	\$2,704,000

Personal Property	
New	\$1,800,000
Transferred	0
Sub-Total	\$1,800,000
<b>Total Investment in PILOT</b>	<b>\$4,504,000</b>

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Investment Not Included in PILOT	Details
Other Real Property	\$717,000
Other Personal Property	NONE
Fees & Soft Costs	\$350,000
Sub-Total	NONE
<b>Total Capital Investment</b>	<b>\$5,571,000</b>

## Diversity Plan

Applicant acknowledges the following good faith efforts to contract with certified minority, women-owned and local small businesses (Certified EBO & LOSB firms) based on the targeted terms outlined below and the attached Diversity Table.

	Total Spending	Local Participation Spending	Percent
Construction	\$1,950,000	\$292,500	15%
<b>Total</b>	<b>\$1,950,000</b>	<b>\$292,500</b>	<b>15%</b>



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## Conditions

Award of a PILOT in accordance with the recommendations of the Economic Development Growth Engine (EDGE) Industrial Development Board of the City of Memphis and County of Shelby, Tennessee staff, as set forth herein, is subject to the following conditions.

1. The award is subject to the review and approval of the Board's counsel.
2. The award of a PILOT to the real property of Applicant is subject to the review and approval of the Applicant's environmental impact study.
3. MLB-Uptown, LLC will have five (5) years from the date of the Board's approval to initiate the Project by conveyance of the real property to EDGE. MLB-Uptown, LLC will also have a one year ramp-up from the initial closing to meet all obligations imposed on the Project.
4. The EDGE Board of Directors (the "Board") reserves the right to assign the PILOT, or its rights with respect thereto, to the Memphis and Shelby County Industrial Development Board (the "IDB"), in accordance with the service agreement between the Board and the IDB, if the Board ultimately deems it beneficial.
5. The award is subject to approval of Applicant's diversity plan by the Board following a recommendation of EDGE's consultants.
6. Except as explicitly provided in this term sheet or in a resolution of the Board, the award is subject to the provisions of the PILOT Program and Procedures of the Board (the "PILOT Policies").
7. The award is subject to the negotiation and execution of a PILOT lease agreement requiring the payment of rent in the amount of \$100.00 per year.
8. In the absence of an explicit written waiver of this condition, no conveyance will be deemed to have been accepted by EDGE, the IDB or any other affiliate or agent of EDGE unless and until all of the documents for the subject transaction, including a PILOT lease agreement, have been negotiated and delivered.