



JIM STRICKLAND
City of Memphis Mayor



LEE HARRIS
Shelby County Mayor

August 22, 2019

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 Bluff City Law/NBCUniversal.

Dear Mr. Dulberger:

We are pleased that NBCUniversal is producing content, known as Bluff City Law, in Memphis and Shelby County.

Based on the attached 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 Jobs Payment-in-Lieu-of-Tax Program Policies and Procedures, we hereby approve the 4-year PILOT incentive to induce NBCUniversal to extend production of Bluff City Law in our community.

Again, we are pleased that Bluff City Law will be produced in Memphis and Shelby County, and we certainly support its investment in our community.

Jim Strickland
Mayor, City of Memphis

Lee Harris
Mayor, Shelby County