



JIM STRICKLAND
City of Memphis Mayor



LEE HARRIS
Shelby County Mayor

January 16, 2020

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 Blues City Brewery, LLC.

Dear Mr. Dulberger:

We are pleased that Blues City Brewery is considering expansion of its operation 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 12-year PILOT incentive.

Again, we are pleased that Blues City Brewery is considering expanding its operation 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