



### Project Summary

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<b>Company/Applicant:</b>	<u>Atlantic Track</u>
<b>Capital Investment:</b>	<u>\$ 14,065,000</u>
<b>Jobs:</b>	<u>26</u>
<b>Annual Average Wage:</b>	<u>\$ 41,202</u>
<b>PILOT Length: (years)</b>	<u>6</u>
<b>Tax Incentive:</b>	<u>\$ 765,985</u>
<b>Local Tax Benefit:</b>	<u>\$ 1,045,729</u>
<b>Benefit/Cost Ratio:</b>	<u>1.37</u>

**City of Memphis, Shelby County, TN  
Atlantic Track  
Tax Incentive Eligibility Analysis**

Category	Project Data	Points
Job Creation	26	5.2
Wages*	\$41,202	10.8
Capital Investment	\$14,065,000	7.0
Location: City of Memphis - 10 Points	Yes	10.0
Location: New Market Tax Credit Eligible census tract - 20 Points	Yes	20.0
Headquarters - 20 Points	No	0.0
MWBE - 10 Points	No	0.0
Local Business Participation Plan - 10 Points Up to 20 additional points for exceptional plans	Yes	10.0
<b>Total</b>		<b>63.0</b>

**Length of tax incentive: (years)**

**6.0**

**\*Wages Calculation**

Target Wages	\$	40,400
Project Wages	\$	41,202

Meets Target Wage? Yes, 10 Points; No, Zero Points	10
Extra Points: 1 Points for Each Additional \$1,000 above target	0.8
Total Points	10.8

**City of Memphis, Shelby County, TN**  
**Atlantic Track**  
**Economic Impact and Benefit/Cost Analysis**

<b>Annual Impact of Operations</b>	
Employment, Direct (full-time equivalent jobs)	26
Wages & Benefits, Direct	\$ 1,339,065
Direct Effect Employment Multiplier <sup>1</sup>	2.0156
Employment, Indirect	26
<b>Total Employment</b>	<b>52</b>
Shelby County Annual Average Wage <sup>2</sup>	\$ 59,114
Wages, Indirect	\$ 1,560,949
<b>Total Wages</b>	<b>\$ 2,900,014</b>
Sales Tax Revenue <sup>3</sup>	\$ 42,587
Other Tax Revenue <sup>4</sup>	\$ 7,240
Residential/Commercial Property Tax Revenue <sup>5</sup>	\$ 56,251
<b>Total Tax Revenue</b>	<b>\$ 106,077</b>

**City of Memphis, Shelby County, TN**  
**Atlantic Track**  
**Economic Impact and Benefit/Cost Analysis**

<b>One Time Expansion Impact</b>	
Total Capital Investment	\$ 12,065,000
Building/Land - Real Property (Improvements)	\$ 600,000
Economic Impact Multiplier <sup>6</sup>	1.8268
Economic Impact	\$ 1,096,080
Equipment Purchase/Set-up - Personal Property	\$ 11,465,000
Economic Impact Multiplier <sup>7</sup>	1.7382
Economic Impact	\$ 19,928,463
<b>Total Economic Impact</b>	<b>\$ 21,024,543</b>
Sales Tax Revenue <sup>3</sup>	\$ 131,571
Other Tax Revenue <sup>4</sup>	\$ 22,367
<b>Total Tax Revenue</b>	<b>\$ 153,938</b>

## Atlantic Track

### Shelby County Tax Schedule

Shelby County Tax Rate: \$3.451	Real Property - Land	Real Property - Existing Building & Improvements			
	Projected Current Taxes Paid on Land (Not included in PILOT Incentive)	Projected Taxes on Building During the PILOT Period	% of taxes paid	Payments Made in Lieu of Tax	Taxes Abated
<b>Appraised Value</b>	<b>\$ 486,800</b>	<b>\$ 2,113,200</b>			
Year 1	\$ 6,720	\$ 29,171	25%	\$ 7,293	\$ 21,878
Year 2	\$ 6,720	\$ 29,171	25%	\$ 7,293	\$ 21,878
Year 3	\$ 6,720	\$ 29,171	25%	\$ 7,293	\$ 21,878
Year 4	\$ 6,720	\$ 29,171	25%	\$ 7,293	\$ 21,878
Year 5	\$ 6,720	\$ 29,171	25%	\$ 7,293	\$ 21,878
Year 6	\$ 6,720	\$ 29,171	25%	\$ 7,293	\$ 21,878
Year 7			25%	\$ -	\$ -
Year 8			25%	\$ -	\$ -
Year 9			25%	\$ -	\$ -
Year 10			25%	\$ -	\$ -
Year 11			25%	\$ -	\$ -
Year 12			25%	\$ -	\$ -
Year 13			25%	\$ -	\$ -
Year 14			25%	\$ -	\$ -
Year 15			25%	\$ -	\$ -
<b>Total</b>	<b>\$ 40,319</b>	<b>\$ 175,024</b>		<b>\$ 43,756</b>	<b>\$ 131,268</b>

### City of Memphis Tax Schedule

City of Memphis Tax Rate Tax Rate: \$2.713049	Real Property - Land	Real Property - Existing Building & Improvements			
	Projected Current Taxes Paid on Land (Not included in PILOT Incentive)	Projected Taxes on Building During the PILOT Period	% of taxes paid	Payments Made in Lieu of Tax	Taxes Abated
<b>Appraised Value</b>	<b>\$ 486,800</b>	<b>\$ 2,113,200</b>			
Year 1	\$ 5,283	\$ 22,933	25%	\$ 5,733	\$ 17,200
Year 2	\$ 5,283	\$ 22,933	25%	\$ 5,733	\$ 17,200
Year 3	\$ 5,283	\$ 22,933	25%	\$ 5,733	\$ 17,200
Year 4	\$ 5,283	\$ 22,933	25%	\$ 5,733	\$ 17,200
Year 5	\$ 5,283	\$ 22,933	25%	\$ 5,733	\$ 17,200
Year 6	\$ 5,283	\$ 22,933	25%	\$ 5,733	\$ 17,200
Year 7			25%	\$ -	\$ -
Year 8			25%	\$ -	\$ -
Year 9			25%	\$ -	\$ -
Year 10			25%	\$ -	\$ -
Year 11			25%	\$ -	\$ -
Year 12			25%	\$ -	\$ -
Year 13			25%	\$ -	\$ -
Year 14			25%	\$ -	\$ -
Year 15			25%	\$ -	\$ -
<b>Total</b>	<b>\$ 31,697</b>	<b>\$ 137,597</b>		<b>\$ 34,399</b>	<b>\$ 103,198</b>

**Total Payments Made on Land During the PILOT Period:** **\$ 72,016**

**Total Payments Made in Lieu of Tax During the PILOT Period:** **\$ 78,155**

**Total Real Property Taxes Abated:** **\$ 234,466**

## Atlantic Track

### Shelby County Tax Schedule

Shelby County Tax Rate: \$3.451	Personal Property - All Categories*				
	Full Taxes	Depreciation Rate	% of taxes paid	Payments Made in Lieu of Tax	Taxes Abated
<b>Value</b>	<b>\$ 11,305,000</b>				
Year 1	\$ 102,996	0.88	25%	\$ 25,749	\$ 77,247
Year 2	\$ 87,780	0.75	25%	\$ 21,945	\$ 65,835
Year 3	\$ 73,736	0.63	25%	\$ 18,434	\$ 55,302
Year 4	\$ 58,520	0.50	25%	\$ 14,630	\$ 43,890
Year 5	\$ 44,475	0.38	25%	\$ 11,119	\$ 33,357
Year 6	\$ 29,260	0.25	25%	\$ 7,315	\$ 21,945
Year 7		0.20	25%	\$ -	\$ -
Year 8		0.20	25%	\$ -	\$ -
Year 9		0.20	25%	\$ -	\$ -
Year 10		0.20	25%	\$ -	\$ -
Year 11		0.20	25%	\$ -	\$ -
Year 12		0.20	25%	\$ -	\$ -
Year 13		0.20	25%	\$ -	\$ -
Year 14		0.20	25%	\$ -	\$ -
Year 15		0.20	25%	\$ -	\$ -
<b>Total</b>	<b>\$ 396,768</b>			<b>\$ 99,192</b>	<b>\$ 297,576</b>

### City of Memphis Tax Schedule

City of Memphis Tax Rate Tax Rate: \$2.713049	Personal Property - All Categories*				
	Full Taxes	Depreciation Rate	% of taxes paid	Payments Made in Lieu of Tax	Taxes Abated
<b>Value</b>	<b>\$ 11,305,000</b>				
Year 1	\$ 80,971	0.88	25%	\$ 20,243	\$ 60,729
Year 2	\$ 69,010	0.75	25%	\$ 17,252	\$ 51,757
Year 3	\$ 57,968	0.63	25%	\$ 14,492	\$ 43,476
Year 4	\$ 46,007	0.50	25%	\$ 11,502	\$ 34,505
Year 5	\$ 34,965	0.38	25%	\$ 8,741	\$ 26,224
Year 6	\$ 23,003	0.25	25%	\$ 5,751	\$ 17,252
Year 7		0.20	25%	\$ -	\$ -
Year 8		0.20	25%	\$ -	\$ -
Year 9		0.20	25%	\$ -	\$ -
Year 10		0.20	25%	\$ -	\$ -
Year 11		0.20	25%	\$ -	\$ -
Year 12		0.20	25%	\$ -	\$ -
Year 13		0.20	25%	\$ -	\$ -
Year 14		0.20	25%	\$ -	\$ -
Year 15		0.20	25%	\$ -	\$ -
<b>Total</b>	<b>\$ 311,924</b>			<b>\$ 77,981</b>	<b>\$ 233,943</b>

**Total Payments Made in Lieu of Tax During the PILOT Period:** **\$ 177,173**

**Total Personal Property Taxes Abated:** **\$ 531,519**

*For the purpose of this analysis all personal property is included into one group using a standard depreciation table.*

*\*Total investment for this project is \$11,465,000. However, only \$11,305,000 is eligible for inclusion in the PILOT.*

**City of Memphis, Shelby County, TN  
Atlantic Track  
Economic Impact and Benefit/Cost Analysis**

<b>Payback Summary</b>	
Length of PILOT (years)	<b>6</b>
Total Taxes Abated	\$ 765,985
Hard Costs	\$ -
<b>Total Taxes Forgone and Hard Costs</b>	<b>\$ 765,985</b>
Tax Revenues From Construction	\$ 153,938
Tax Revenues From Operations During PILOT Period	\$ 636,463
Payments Made in Lieu of Tax During PILOT Period*	\$ 255,328
<b>Total Tax Revenues Received During PILOT Period</b>	<b>\$ 1,045,729</b>
<b>Benefit/Cost Ratio</b>	<b>1.37</b>

**Projected Costs:**  
*Hard Costs* (land, infrastructure, etc.)  
 None.  
*Opportunity Costs*  
 Local government is requested to forgo for a period of years the opportunity to collect taxes on site improvement, building, and industrial equipment that are a part of the project.  
 Benefit/Cost Ratio: The sum of tax revenues from construction, operations and property during the PILOT period divided by the total taxes forgone.

\*Taxes paid on land not included in this total as taxes were already being paid at 100% before PILOT.

**City of Memphis, Shelby County, TN  
Atlantic Track**

<b>Estimated Fees</b>	
Application Fee	\$ 3,000
Closing Fees - 5% of Total Taxes Forgone (Maximum of \$300,000)	\$ 38,299
Shelby County Personal Property Fees for PILOT (5% of Taxes Abated) (Maximum \$50,000)	\$ 14,879
Memphis Personal Property Fees for PILOT (5% of Taxes Abated) (Maximum \$50,000)	\$ 11,697
<b>Total Fees</b>	<b>\$ 67,875</b>