

Please use this form to report details of your Tax Increment Financing ("TIF") Project. If a TIF Recipient has been granted multiple TIFs or other economic incentives, each project has to be reported on separately. Combined reports are acceptable only upon written approval.

1.0 Project Data

TIF Recipient:	Graceland Expansion TIF
TIF District:	
Mailing Address:	3734 Elvis Presley Enterprises, Inc. Memphis, TN 38116
TIF Term (Years):	30
Construction Period Ends:	

1.1 Developer Contact Information

Contact Name:	Joel Weinshanker
Contact Phone Number:	901-332-3322
Contact Email:	joel@graceland.com

1.2 Other Project Contact Information (Where applicable)

Contact Name:	Paul Volpe
Contact Phone Number:	901-344-3201
Contact Email:	pvolpe@graceland.com

★ Submission Deadline: January 31, 2020

TIF Annual Report – Payments Made & Capital Investments

2.0 Capital Investments - Real Property (Note 1)

Commitment - Real Property: \$_____

Please indicate the cumulative total TIF Project investments in Real Property as of December 31, _____, in the table below. See Note 1 in the TIF Annual Report Guidelines for additional instructions.

Capital Investment	Year	Cumulative Total at End of Year \$
Real Property	2019	GHG Holdings \$73.9 MM, EPPF \$46.2 MM, EPE \$3.0 MM
	2018	GHG Holdings \$73.9 MM, EPPF \$34.6 MM, EPE \$0

TIF Annual Report – Jobs Created and Maintained

3.0 Jobs Created and Maintained - (Notes 2, 3, 4)

Net New Jobs: _____ **Existing/Retained Jobs:** 419

Please enter data regarding full time equivalent jobs provided for persons employed by the TIF Recipient ("Employees") and persons employed by a party other than the TIF Recipient ("Contract Employees"). Refer to Notes 2, 3, and 4 of the TIF Annual Report Guidelines for the definition of full time equivalent job and additional instructions.

Year	Company Employees			3 rd Party Contract Employees			Total Number of Workers on Site at End of Year
	Number of Employees on Site at Beginning of Year	Net New Employees Hired During the Year	Total Number of Employees on Site at End of Year	Number of Contract Employees on Site at Beginning of Year	Net New Contract Employees Hired During the Year	Total Number of Contract Employees on Site at End of Year	
2019	619	2	621	4	1	5	626
2018	628	-9	619	4	0	4	623

- *Number of Employees at the beginning of the year – Insert the total number of full time equivalent jobs in existence at the beginning of the year, provided for persons employed by the TIF Recipient.*
- *Net New Employees hired – Insert the difference between employees hired and employees terminated during the year.*
- *Number of Contract Employees at the beginning of the year – Insert the total number of full time equivalent jobs in existence at the beginning of the year, provided for persons employed by a party other than the TIF Recipient.*
- *Net New Contract Employees hired – Insert the difference between Contract Employees hired and Contract Employees terminated during the year.*

TIF Annual Report – Wages

4.0 Wages without Benefits

Commitment – Wages Without Benefits: \$ 16.58

The average/median wage includes overtime/incentive bonuses. See Notes 5 and 6 in the TIF Annual Report Guidelines for additional instructions.

Year	Employees \$	3rd Party Contract Employees \$	Weighted Average Wage \$
2019	\$17.58		
2018	\$17.66		

- *Employee means a person employed by the TIF Recipient.*
- *Contract Employee means a person employed by a party other than the TIF Recipient and whose labor is contracted for by the TIF Recipient and who is considered a necessary member of the workforce responsible for duties and assignments required to be performed in order for the TIF Recipient to operate its business. All Contract Employees are subject to the TIF criteria for determining Net New Jobs, including, but not limited to, wages and health insurance requirements.*
- *The wage paid should be the actual amount paid to the Contract Employees. The third party employer's profit margin should be clearly identified and eliminated to determine the actual amount paid to the Contract Employee.*

TIF Annual Report – Local Business Participation Program

5.0 Commitments - Project Contracting (Notes 6,7)

Please use this form to report transactions between the TIF Recipient and certified Local Business Participants ("LBPs"). The expected expenditures with certified LBPs per the TIF are in the table below. See Notes 6 and 7 in the TIF Annual Report Guidelines for additional instructions.

Amounts Based On	Amounts \$
Hard Construction Costs and Site Work:	\$2,500,000.00 or 25%
Annual Spending Professional Services:	\$ N/A
Annual Spending Goods	\$ N/A
Annual Spending Non-Professional Services	\$ N/A
Total:	\$2,500,000.00

5.1 Business Transaction Form - Hard Construction, Site Work, Professional Services, Goods and Non-Professional Services (Note 8)

Please state the actual amount of expenditures transacted with LBP firms from **January 1, 2019** to **December 31, 2019**. Please indicate the LBP firm, its' address, and the dollar value of the transactions. Please note that only transactions that occurred between the TIF Recipient and LBPs in the year under review should be reported, where applicable. See Note 8 in the TIF Annual Report Guidelines for additional instructions.

	Company's Name & Address	Transacted Amount	Entity Certifying Local Business Participant Please Attach Certification.
1	See Attachment		
2			
3			
4			
5			
6			
7			
8			
9			
10			

Total Transactions \$ _____

*Attach additional sheets if necessary.

TIF Annual Report – Local Business Participation Program

5.2 Local Business Participation Hiring

TIF recipient should indicate below the extent to which all Net New Jobs were listed with the Workforce Investment Network ("WIN") and the Greater Memphis Alliance for a Competitive Workforce ("GMACW"). In addition, TIF Recipients should indicate whether consideration was given to individuals referred by WIN and the GMACW.

TIF Annual Report – Certification

6.0 TIF Annual Report Certification

To the best of my knowledge and belief, I certify the following:

That the information and attachments provided are true and accurate, and except as noted on the previous page(s) or other attachments to this document, University Neighborhoods Development Corporation has complied with all major criteria/components related to TIF #

Paul J. Volpe
Signature

Paul J. Volpe
Name

CFO
Title

Date: 3/3/20

901 344-3204
Phone

pvolpe@graceland.com
Email

Please submit completed and signed materials electronically to:

TIFCompliance@Growth-Engine.org

For assistance call: 901-341-2100

TIF Annual Report – Certification

7.0 Non-Discrimination Certification - Ongoing Compliance

Documentation in the form of a certificate signed under penalty of false statement by a chief executive officer, president, chairperson, member, or other corporate officer duly authorized to adopt corporate, company, or partnership policy that certifies the TIF Recipient complies with the non-discrimination requirements under the Tax Increment Financing ("TIF") Program.

Instructions:

Please complete all sections of the form.

Certificate:

I, the undersigned, am over the age of eighteen (18) and understand and appreciate the obligations of an oath. I am the CFO of Elvis Presley Enterprises, Inc. an entity duly formed and existing under the laws of Tennessee. I certify that I am authorized to execute and deliver this certificate on behalf of Elvis Presley Enterprises and that Elvis Presley Enterprises has a policy in place that complies with the non-discrimination agreements of the TIF Program.

Paul J. Volpe
Signature

Paul J. Volpe
Name

C.F.O.
Title

Date: 3/3/20

TIF Annual Report – Certification

8.0 Vendor Report

Third Party Employment Certificate

I _____ hereby certify the following:
Name

1. That I am the _____ of _____, a
Title Business
_____ corporation ("Employer").
Business Type

2. Employer has contracted with _____, ("Company") to provide
TIF Recipient
employees for its location at _____, Memphis, Shelby
TIF Address
County, Tennessee ("Site").

3. The term for the contract between Employer and Company for the Site is from
_____ to _____.
Date Date

4. During the calendar year _____, Employer provided _____
Year
employees to the Company at the Site with a wage of _____
\$ Amount

This employment certificate is executed on this _____ day of _____, 20__ for the
benefit of the EDGE / Industrial Development Board of the City of Memphis and The County of
Shelby, Tennessee.

Signature

Name

Title

Date: _____



4/18/2019

		MWBE Contractor	
Item No.	Scope	Awarded Bid	Contractor
1	Wood Bridge	\$ 102,050	
2	Drywall	\$ 1,548,439	
3	Fire Protection	\$ 156,000	
4	Plumbing	\$ 294,000	
5	HVAC	\$ 830,358	
6	Electrical	\$ 1,275,300	Liberty Electric
7	Site Concrete	\$ 100,751	
8	Masonry	\$ 99,012	
9	Millwork	\$ 11,985	
10	Waterproofing	\$ 11,000	
11	Roofing	\$ 558,259	
12	Doors & Frames	\$ 73,815	
13	Glass & Glazing includes mirrors	\$ 215,790	
14	Fencing	\$ 2,778	
15	Landscaping	\$ 70,000	
16	Overhead Doors	\$ 47,264	
17	Ceramic Tile	\$ 36,000	
18	Acoustic	\$ 10,922	
19	Carpet	\$ 169,758	
20	Paint	\$ 164,900	
21	Floor Coating includes caulking all floor joints	\$ 91,800	
22	Toilet Partitions & Accessories	\$ 47,241	Division 10, Inc.
23	Folding Partitions	\$ 179,570	Division 10, Inc.
24	Equipment	\$ 15,180	
25	Earthwork	\$ 670,998	Davis & Davis, Inc.
26	Asphalt Paving	\$ 126,873	
27	Site Pads	\$ 15,739	
28	CIP Concrete	\$ 863,610	Henry & Henry LLC
29	Structural Steel	\$ 1,265,000	Cambridge Construction Management, Inc.
	Project Subcontractor Totals	\$ 9,054,392	
	MWBE Subcontractor Totals	\$ 4,301,719	
	Total Project Cost	\$ 11,914,474	
	MWBE %	36%	