



PILOT Application:

1162 Peabody Ave, Memphis TN 38104

Administered by:
Center City Revenue Finance Corporation

Dear Members of the Board,

Thank you for the opportunity to present the enclosed PILOT application for the multi-family development at 1162 Peabody Ave.

The site is owned by Alfredo Cerpa of Cerpa Construction, LLC. Extensive due diligence, budgeting, and schematics have been performed to determine the viability of the project. With the assistance of the CCRFC, the development team believes this project will greatly benefit the Medical District market and the Peabody-Vance neighborhood by infilling an underutilized parcel and adding 12 new residential units with secured, off-street parking.

The proposed development improves the street presence of Peabody Ave. – a significant, mostly-residential corridor that connects Downtown and Midtown – by infilling a large, vacant parcel with the site’s by-right highest and best use.

We appreciate your deepest consideration for the approval of the proposed PILOT, and we look forward to partnering with the DMC to bring this project to fruition.

Sincerely,

Alfredo Cerpa

Alfredo Cerpa
Cerpa Construction, LLC
ac@cerpaconstruction.com
1201 Sycamore View Rd.
Memphis, TN 38134

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1. Applicant Background of the applying entity

State the name(s) of the applying entity’s representatives and any other financial guarantors of the Project and their addresses and telephone numbers if different from above.

Applicant:

Cerpa Construction LLC (or its assignees)

Representative:

John Halford, **cnct.** design, PLLC
john@cnctmemphis.com

2. Provide background information about the applicant and guarantors, including development experience, if any, and all other relevant information this organization may need to consider while reviewing the application. Describe the corporate or partnership structure as applicable.

Cerpa Construction LLC – Formally launched in 2017, Cerpa Construction LLC is a locally owned MWBE construction & development firm pursuing infill new construction and redevelopment projects while also providing contracting services for clients. Their most recent development is the Greenfield Arena, an indoor soccer facility located at 2675 Summer Ave, which has successfully reinvigorated a former industrial parcel of 4.25 acres on an overlooked stretch of Summer Ave. that is now seeing a significant influx of new development.

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3. Proposed Project description

- a. Location:** Project Address: 1162 Peabody Ave., Memphis, Tennessee 38104; Parcel ID: 018047 00020
- b. Intended Use:** The proposed 1162 Peabody Ave. project will be a multi-family residential development of 12 new market rate residential units. The developer is working with an experienced team of project managers, architects, subcontractors, and consultants to deliver a project that meets the demands of a growing Medical District.
- c. Economic and Environmental impact:** The existing site is a vacant lot adjacent to other multi-family and institutional properties. The proposed development will bring 12 new market rate residential units and off-street parking spaces to this property within the Medical District. By activating the currently vacant site, this project will infill a missing component within this block and providing new housing stock in a district that needs it. The project is spearheaded by a MWBE developer and contractor.
- d. The square footage of the building/ land area to be renovated:**
 - i. New Residential: 12 Residential Units
 - ii. New off-street parking: Approx. 12 spaces + 1 accessible space
 - iii. Total: Appx. 9,000 sf / 0.275 ac
- e. Attach the conceptual plans and renderings.** Please See Attached Exhibits.
- f. A Letter from certified engineer, licensed in the State of Tennessee, as to the structural integrity of the building for its intended usage:** The new building is being designed by Tennessee licensed architects and engineers, and it will meet all applicable building code requirements.



- g. State the Marketing plans for the project identifying the intended market. What types of lessees are anticipated?** The multi-family residential units will be leased at market rate with full occupancy expected within six (6) months from substantial completion. We expect this project to appeal to people who are employed in the Medical District, as well as other professionals working in the Downtown and Midtown areas.
- h. If the project is speculative, how long is full occupancy expected to take and who will manage the project?** Residential multi-family units are expected to be leased as traditional leases at market rates with full occupancy conservatively expected within six (6) months from substantial completion. Property management services will be provided by a third-party management company.
- i. Are changes needed to the public space around the project (for example; sidewalks, lighting and planting)?** Improvements will be required to the sidewalk, new or re-located curb cuts, and new street trees. New architectural lighting is anticipated to be included in the project's design. New landscaping is expected to be included at ground level adjacent to public sidewalks and alongside the building and parking area.

4. Site Control

- a. Name the property owner at the time of application:**

Cerpa Construction LLC & Simpson Construction LLC (or its assignees)

5. Financial items:

- a. Financial Background:** *Attach current audited financial statements of the applicant and guarantors. If audited financial statements are unavailable, please submit non-audited statements. State the relationship any applicant or grantor has had with any accounting firm of the last five years.*

To be provided to Board Chairman or Board Attorney as required.

- b. Describe any and all existing financing, options, and liens on the property:**

There are no existing liens on the property. Cerpa Construction LLC (or its assignees) will use bank financing to complete the construction.

Attach three years of tax returns if applicant is an individual:

To be provided to Board Chairman or Board attorney as required.

Provide the following information about the loan or proposed loan for the project:

See attached.

Attach information about the financial history of the project and previous attempts to develop, if possible:

This particular project is a unique proposal for a site that has previously seen other proposed developments which, for reasons unknown, were not completed.



c. **Financial Projections:** *State the estimated Project costs broken down by component (i.e. land, buildings, equipment, soft costs, etc.) attach bid estimates and show amounts to be paid from loans and equity amount.*

See attached sources and uses.

d. **Attach a cash flow pro-forma along with a statement of Sources and Uses of funds for the project.**

See attached cash flow-proforma.

6. Project Timeline:

a. **State the proposed time schedule for the Project including the dates anticipated for the following:**

i. **Closing of the loan or contributing financing availability.**

Upon PILOT approval & prior to the Commencement of Construction (see attached project schedule).

ii. **First expenditure of funds with regard to the project.**

Soft cost expenditures have begun as well as acquisition funds.

iii. **Anticipated construction will begin.**

See attached project schedule.

iv. **Anticipated completion date.**

See attached project schedule.

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7. Project Team:

a. **Architects and Engineers:**

i. Architecture: **cnct. design, PLLC**

ii. Structural Engineering: TBD

iii. Civil Engineering: The Bray Firm

iv. M, P, E & FP: TBD

b. **Contractor for Project:** Cerpa Construction LLC

c. **Other Professionals:**

i. Project Management: **cnct. development, LLC**

ii. Legal: TBD

d. **Does the applicant or guarantor have any previous or ongoing relationship with any board member or legal counsel of the board:** No.

8. References:

a. David Hill
Owner / President
Hill Services Inc.
tdh@hillishere.com
(901) 388-7500



- b. Paulo Aur
Co-Owner
American Paper Optics
paulo@3dglasesonline.com
(901) 381-1515
- c. Rhomes Aur
CEO
First Horizon Advisors
(901) 758-3101
- d. Darrell Simpson
Owner
Simpson Construction LLC
simpsonconstruct@aim.com
(901) 553-4933

9. Items for Lease Preparation:

- a. **State law requires that title to the projects be conveyed to CCRFC in order for it to grant payments in lieu of taxes; CCRFC then leases the property to the applicant or entity designated by the applicant. Indicate who the lessee will be for the Project.**

Cerpa Construction LLC (or its assignees)

- b. **State the tax parcel number for all Property involved with the project and the current assessed value of the Property.**

Address: 1162 Peabody Ave.

Parc. ID: 018047 00020

Assessed Value: \$5,675

- c. **Are there any assessments presently under appeal?**
No
- d. **Will the Project result in the subdivision of any present tax parcel?**
No

10. Disclosures:

- a. **Please disclose whether applicant, guarantor or any other person involved with the project is currently engaged in any civil or criminal proceeding.**
No.
- b. **Also, disclose whether any individual involved with the project has ever been charged or convicted of any felony or currently is under indictment.**
No.
- c. **Please supply detailed information.**
N/A



11. Applicant Affirmation:

This application is made in order to induce the Memphis Center City Revenue Finance Corporation (CCRFC) to grant financial incentives to the applicant. The applicant hereby represents that all statements contained herein are true and correct. All information materially significant to the CCRFC in its consideration of the application is included. The applicant expressly consents to the CCRFC's investigation of its credit in connection with this application. The applicant acknowledges that it has reviewed the descriptions of the CCRFC financial program for which it is applying and agrees to comply with those policies. The applicant shall also be required to show a good faith effort with regard to the employment of MWBE contractors. The applicant specifically agrees to pay all reasonable costs, fees, and expenses incurred by the CCRFC whether or not the incentive is granted or project completed.

Alfredo Cerpa

05/23/2023

Alfredo Cerpa
Cerpa Construction, LLC
ac@cerpaconstruction.com
1201 Sycamore View Rd.
Memphis, TN 38134

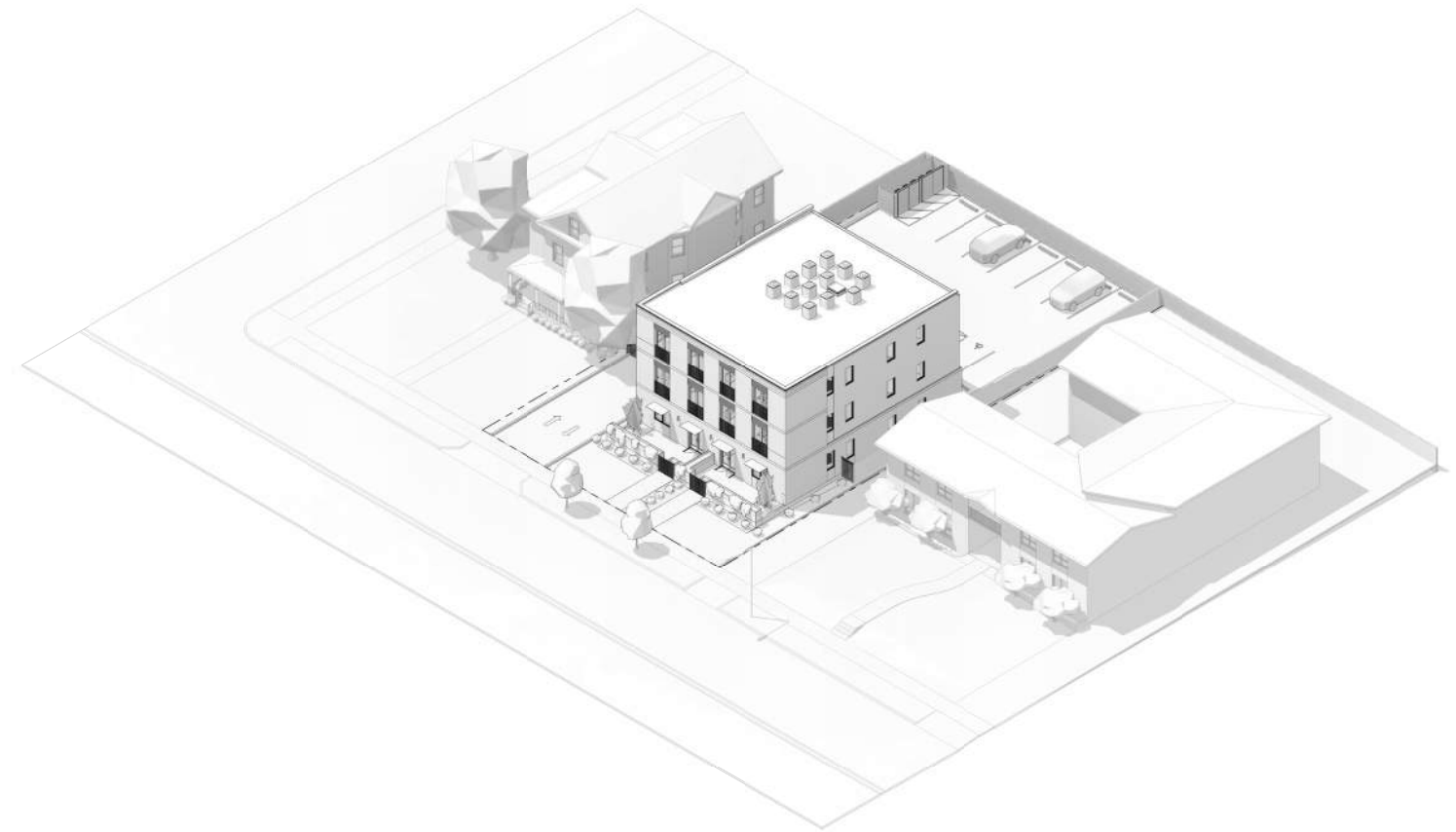


Index of Exhibits:

- A) Architectural Plans & Renderings
- B) Sources & Uses
- C) Cash Flow Proforma
- D) PILOT Grading Matrix
- E) Project Schedule

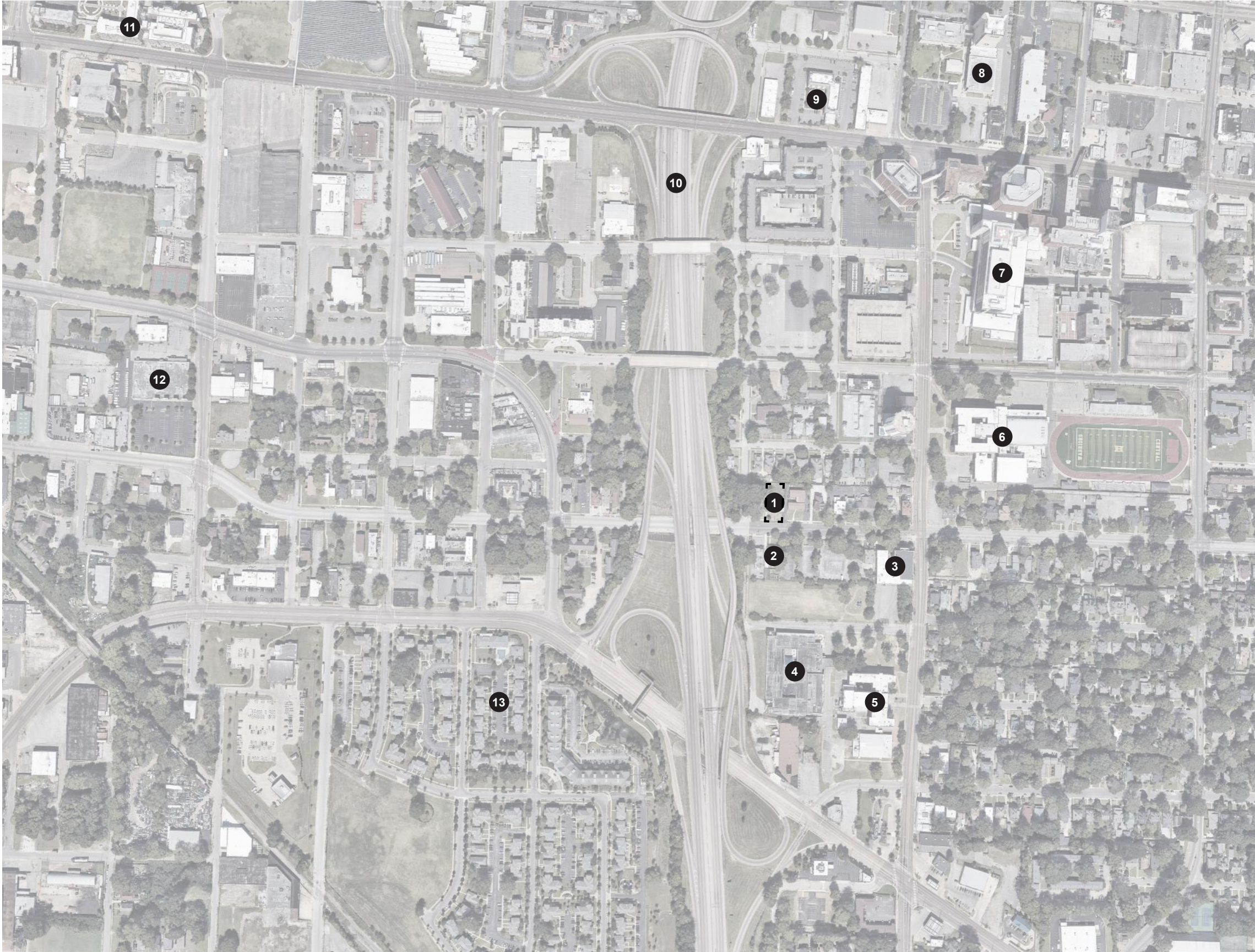
1162 Peabody Ave.
PILOT Presentation
May 2023

- 2 Vicinity Map
- 3 Project Description
- 4 Site Plan
- 5 Floor Plan
- 6 Exterior Rendering
- 7 Streetscape
- 8 Elevations
- 11 Materials
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Vicinity Map

- 1. 1162 Peabody Ave. Site
- 2. Dorothy Day House
- 3. St. John's United Methodist Church
- 4. Bruce Elementary School
- 5. Bellevue Middle School
- 6. Central High School
- 7. Methodist University Hospital
- 8. Southern College of Optometry
- 9. Holiday Inn Express
- 10. I-240
- 11. University of Tennessee Health Science Center
- 12. MIFA
- 13. University Place



Project Description

The following project proposal is located on Peabody Ave. within the Medical District, between S. Waldran Blvd. and S. Cleveland Blvd. The site is on the north side of Peabody and consists of a vacant lot measuring 80'-0" x 150'-0" in total with an area of 0.275 acres. The parcel is zoned RU-3, is within the Sophia Sensitive Drainage Basin, and within the Medical Overlay District.

The following presentation proposes a three-story multi-family apartment building with off-street secured parking, and is a project allowed by-right.



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Site Plan

Residential

9,000 GSF

12 Units

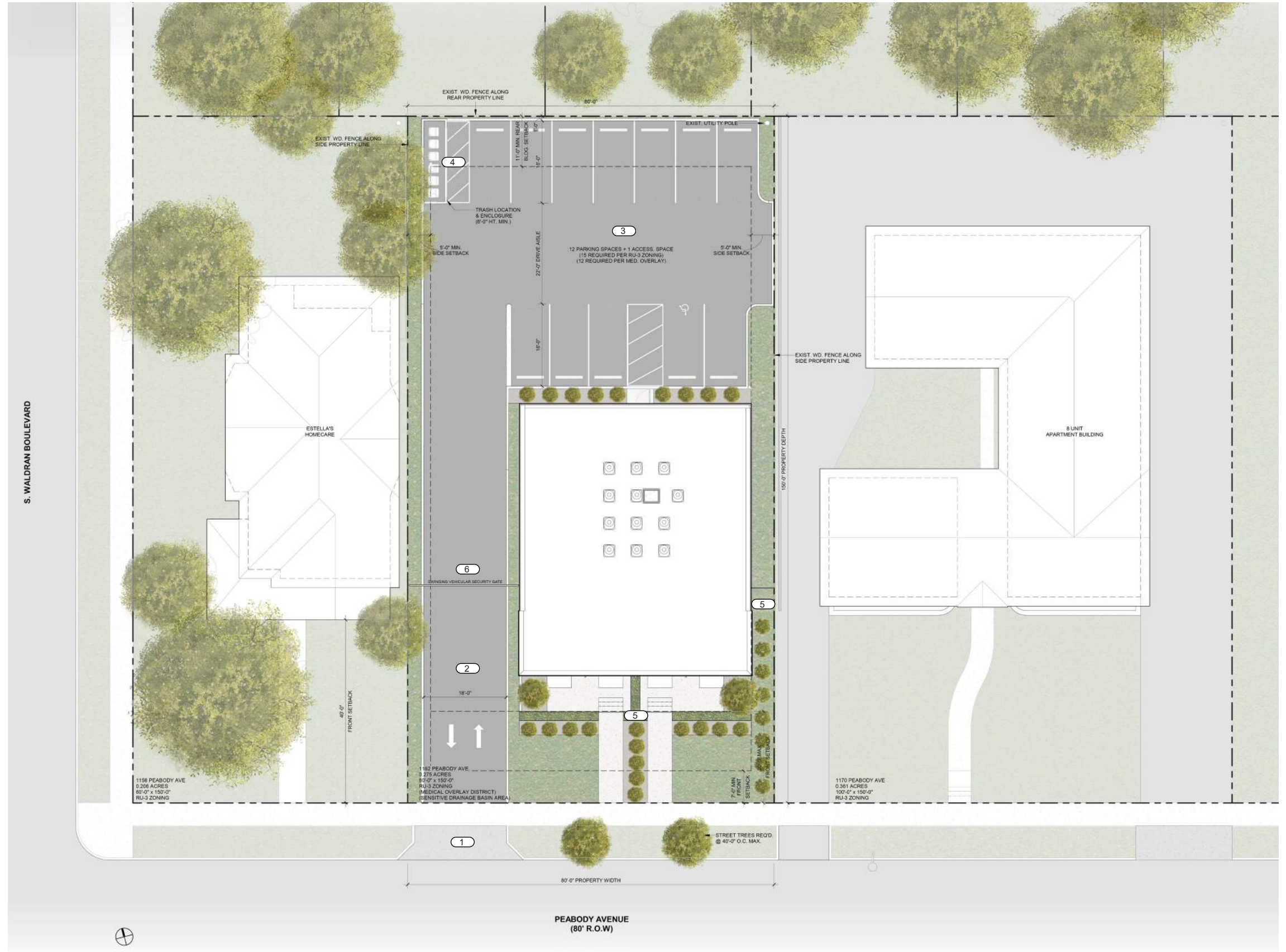
- 1 Bedroom: 6 Units (50%)
714 RSF / each
- Studio: 6 Units (50%)
505 RSF / each

Parking

13 Spaces (1 Accessible)

Site Plan

1. Modified existing curb-cut at Peabody Ave.
2. Two-way drive aisle to parking
3. Newly paved parking lot (13 spaces)
4. Trash & Recycling enclosure
5. Planting beds along building perimeter
6. Drive aisle security gate



*Number and size of units are subject to change over the course of the project design

Floor Plan (Level 01-03)

Residential

9,000 GSF

12 Units

- 1 Bedroom: 6 Units (50%)
714 RSF / each
- Studio: 6 Units (50%)
505 RSF / each

Parking

13 Spaces (1 Accessible)

Floor Plan

1. Entry / Stair
2. Foyer
3. Kitchen
4. Bathroom
5. Bedroom
6. Living Room
7. Storage
8. Laundry
9. Mechanical
10. Patio



*Number and size of spaces are subject to change over the course of the project design



Exterior Rendering



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CNC+

Streetscape

The project massing responds to contextual and programmatic constraints, while maximizing the site's development potential. The front setback is reduced from contextual setbacks to maintain screening of the parking area and acknowledging the potential for walkability in the neighborhood with a more urban development.

Ground level apartments are given direct access to the front yard and sidewalk via generous glazed entry doors, while the setback distance maintains a balance for privacy. Landscaping further adds to the privacy of the public face of the building, and extends around the property perimeter to soften the edges.



1. Concrete sidewalk & walkway
2. Entry door with full-lite at ground level apartments
3. Street trees
4. Decorative grasses & landscaping around site
5. Raised planter to screen private patio
6. Brick detailing
7. Juliet balcony railing & operable doors
8. Pre-fin. metal parapet coping detail
9. CFB lap siding

South Elevation

- 1. Secure parking gate
- 2. Pre-fin. metal parapet coping detail
- 3. Brick with detailing
- 4. Architectural Lighting
- 5. Entry door with full-lite at ground level apartments
- 6. Juliet balcony railing & operable doors
- 7. Raised planter to screen private patio space



West Elevation

- 1. Secure parking gate
- 2. Pre-fin. metal parapet coping detail
- 3. Brick with detailing
- 4. Raised planter to screen private patio space
- 5. Cement fiber board lap siding at rear



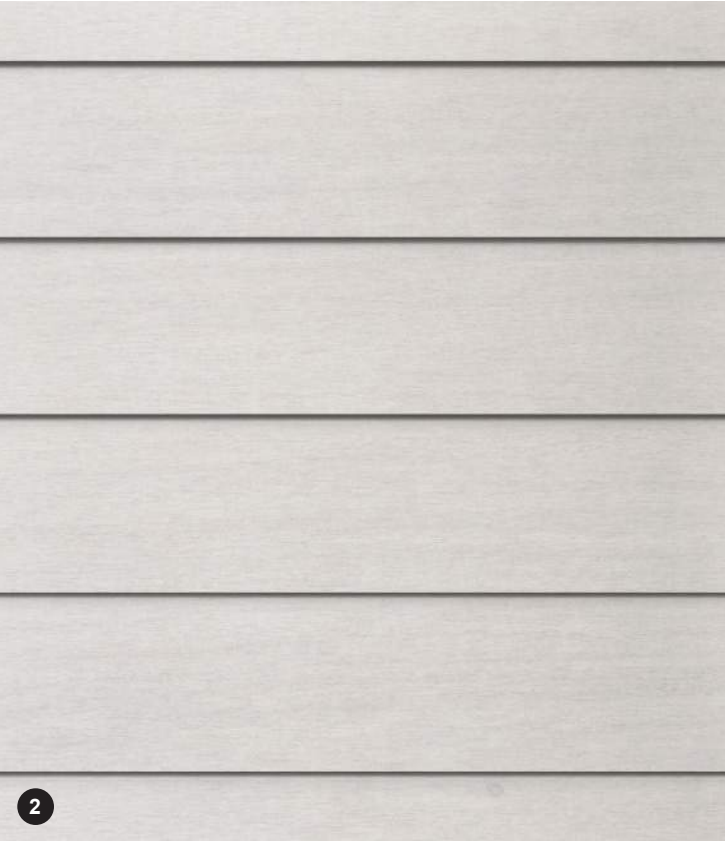
North Elevation

- 1. Secure parking gate
- 2. Pre-fin. metal parapet coping detail
- 3. Brick with detailing
- 4. Entry door with full-lite at ground level common entry
- 5. Cement fiber board lap siding at rear



Materials

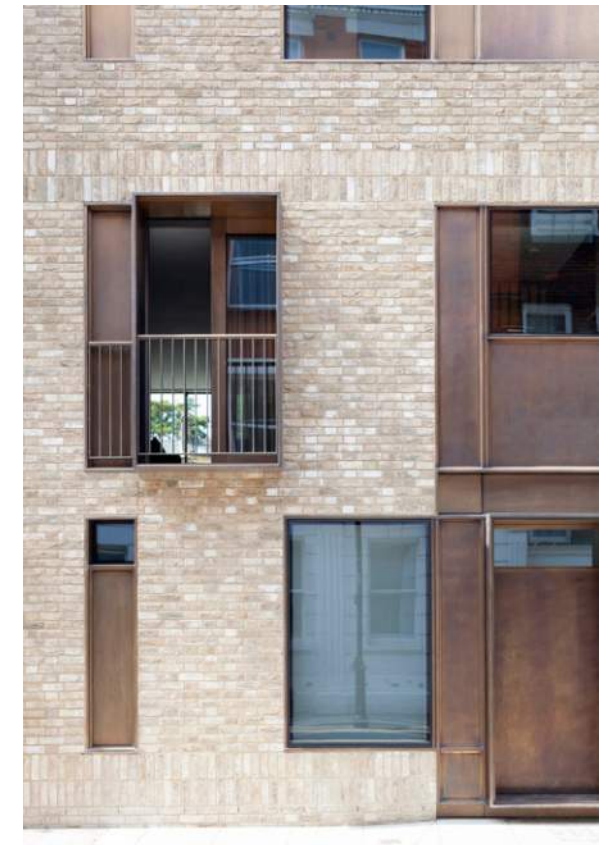
- 1. Metal Finishes (Bronze Color)
- 2. Cement Fiber Board Siding (Gray Color)
- 3. Brick (Gray Color)
- 4. Concrete (Foundation Wall)



Exterior

Exterior massing responds to contextual and programmatic constraints, while maximizing the site's development potential.

Materials will include earthy, brick tones mixed with neutral-colored cement fiber board siding in select areas to reduce material costs. Bronze accents will define crisp edges and profiles, such as around openings, while brick detailing adds texture and curb appeal to the project.



Interiors

Apartments will be designed to accommodate a modern lifestyle while delivering timeless comforts and spatial organization.

Simple colors and natural textures will act as a backdrop for a variety of design styles. Large windows and access to outdoors will provide fresh air, daylight, and views to the adjacent Annesdale Park Historic District.



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Exhibit B: Sources & Uses

SOURCES OF FUNDS:

Project Debt	\$1,603,953
Rate	8.25%/yr
Amortization	30 years
Owner's Equity in Project	\$479,103
Total Sources of Funds	<u>\$2,083,056</u>

USES OF FUNDS:

Detail of Project Costs:	
Land & Building Purchase	\$350,000
Construction Costs	\$1,445,484
* Soft Costs	\$120,000
** Financing Fees	\$148,867
PILOT Fee	\$18,705
Total Project Costs	\$2,083,056
Other Uses:	N/A
Total Uses of Funds	<u>\$2,083,056</u>

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* includes professional fees: architecture, engineering, & geotechnical

** includes legal, insurance, and interest during construction

PROPERTY OF CNCT. DEVELOPMENT. DO NOT DISTRIBUTE.



Exhibit C: Cash Flow Proforma

PROPERTY OF CNCT. DEVELOPMENT. DO NOT DISTRIBUTE.

WITHOUT PILOT:

Pro Forma Cash Flow

	rsf	\$/rsf (mo)	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
REVENUE:												
Residential Space Revenue												
Total Residential Square Footage	8,800 sf		N/A									
Total Number of Units	12 units		N/A									
Vacancy Assumptions	95%		N/A									
Average Revenue per Square Foot	\$2.20		N/A									
Yearly Subtotal Residential Space Revenue	12 mo		N/A	\$110,352	\$220,704	\$225,118	\$229,620	\$234,213	\$238,897	\$243,675	\$248,549	\$253,520
Total Projected Revenue (mo)			N/A	\$110,352	\$220,704	\$225,118	\$229,620	\$234,213	\$238,897	\$243,675	\$248,549	\$253,520
EXPENSES:												
Operating Expenses												
Management/Leasing Fees	4.0%		N/A	\$4,414	\$8,828	\$9,093	\$9,366	\$9,647	\$9,936	\$10,234	\$10,541	\$10,858
Insurance	4.0%		N/A	\$4,414	\$8,828	\$9,093	\$9,366	\$9,647	\$9,936	\$10,234	\$10,541	\$10,858
Maintenance	4.0%		N/A	\$4,414	\$8,828	\$9,093	\$9,366	\$9,647	\$9,936	\$10,234	\$10,541	\$10,858
Utilities	2.0%		N/A	\$2,207	\$4,414	\$4,547	\$4,683	\$4,823	\$4,968	\$5,117	\$5,271	\$5,429
Legal/Accounting	3.0%		N/A	\$3,311	\$6,621	\$6,820	\$7,024	\$7,235	\$7,452	\$7,676	\$7,906	\$8,143
Taxes	15.5%		N/A	\$17,087	\$34,175	\$35,200	\$36,256	\$37,344	\$38,464	\$39,618	\$40,806	\$42,030
Total Projected Expenses	32.5%		N/A	\$35,847	\$71,694	\$73,845	\$76,060	\$78,342	\$80,693	\$83,113	\$85,607	\$88,175
NET OPERATING INCOME:			N/A	\$74,505	\$149,010	\$151,273	\$153,560	\$155,871	\$158,205	\$160,562	\$162,942	\$165,345
DEBT SERVICE:			N/A	-\$72,300	-\$144,600	-\$144,600	-\$144,600	-\$144,600	-\$144,600	-\$144,600	-\$144,600	-\$144,600
DEBT SERVICE RATIO:			N/A	1.03	1.03	1.05	1.06	1.08	1.09	1.11	1.13	1.14
NET CASH FLOW:			-\$479,103	\$2,205	\$4,410	\$6,673	\$8,960	\$11,271	\$13,605	\$15,962	\$18,342	\$20,745
RETURN ON OWNER'S EQUITY (YR 3):				0.46%	0.92%	1.39%	1.87%	2.35%	2.84%	3.33%	3.83%	4.33%
			CASH FLOW (OWNER EQUITY) IN 1ST YEAR	LEASE UP 50% OCCUPANCY IN YEAR 1	100% OCCUPANCY STABILIZED							

PROPERTY OF CNCT. DEVELOPMENT. DO NOT DISTRIBUTE.



Exhibit C: Cash Flow Proforma

PROPERTY OF CNCT. DEVELOPMENT. DO NOT DISTRIBUTE.

WITH PILOT:

Pro Forma Cash Flow

	rsf	\$/rsf (mo)	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
REVENUE:												
Residential Space Revenue												
Total Residential Square Footage	8,800 sf		N/A									
Total Number of Units	12 units		N/A									
Vacancy Assumptions	95%		N/A									
Average Revenue per Square Foot	\$2.20		N/A									
Yearly Subtotal Residential Space Revenue	12 mo		N/A	\$110,352	\$220,704	\$225,118	\$229,620	\$234,213	\$238,897	\$243,675	\$248,549	\$253,520
Total Projected Revenue (mo)			N/A	\$110,352	\$220,704	\$225,118	\$229,620	\$234,213	\$238,897	\$243,675	\$248,549	\$253,520
EXPENSES:												
Operating Expenses												
Management/Leasing Fees	4.0%		N/A	\$4,414	\$8,828	\$9,093	\$9,366	\$9,647	\$9,936	\$10,234	\$10,541	\$10,858
Insurance	4.0%		N/A	\$4,414	\$8,828	\$9,093	\$9,366	\$9,647	\$9,936	\$10,234	\$10,541	\$10,858
Maintenance	4.0%		N/A	\$4,414	\$8,828	\$9,093	\$9,366	\$9,647	\$9,936	\$10,234	\$10,541	\$10,858
Utilities	2.0%		N/A	\$2,207	\$4,414	\$4,547	\$4,683	\$4,823	\$4,968	\$5,117	\$5,271	\$5,429
Legal/Accounting	3.0%		N/A	\$3,311	\$6,621	\$6,820	\$7,024	\$7,235	\$7,452	\$7,676	\$7,906	\$8,143
Taxes	4.2%		N/A	\$9,037	\$9,218	\$9,494	\$9,779	\$10,073	\$10,375	\$10,686	\$11,007	\$11,337
Total Projected Expenses	21.2%		N/A	\$27,797	\$46,738	\$48,140	\$49,584	\$51,071	\$52,603	\$54,182	\$55,807	\$57,481
NET OPERATING INCOME:			N/A	\$82,555	\$173,966	\$176,978	\$180,037	\$183,141	\$186,294	\$189,493	\$192,742	\$196,038
DEBT SERVICE:			N/A	-\$72,300	-\$144,600	-\$144,600	-\$144,600	-\$144,600	-\$144,600	-\$144,600	-\$144,600	-\$144,600
DEBT SERVICE RATIO:			N/A	1.14	1.20	1.22	1.25	1.27	1.29	1.31	1.33	1.36
NET CASH FLOW:			-\$479,103	\$10,255	\$29,367	\$32,379	\$35,437	\$38,542	\$41,694	\$44,894	\$48,142	\$51,439
RETURN ON OWNER'S EQUITY (YR 3):				2.14%	6.13%	6.76%	7.40%	8.04%	8.70%	9.37%	10.05%	10.74%
			CASH FLOW (OWNER EQUITY) IN 1ST YEAR	LEASE UP 50% OCCUPANCY IN YEAR 1	100% OCCUPANCY STABILIZED							

PROPERTY OF CNCT. DEVELOPMENT. DO NOT DISTRIBUTE.



Exhibit D: PILOT Grading Matrix

APPENDICES

Appendix I – PILOT Grading

A project must meet at least one primary qualification category in order to be eligible for any applicable secondary qualifications and/or additional term accumulation. Exceptions for projects that further the priorities of the CCRFC may be granted at the discretion of the CCRFC board.

PRIMARY QUALIFICATION		SECONDARY QUALIFICATION	
RESIDENTIAL			
2 to 5 Units:	1 Year	2 to 5 Units:	.5 Year
6 to 10 Units:	2 Years	6 to 10 Units:	1 Year
11 to 15 Units:	3 Years	11 to 15 Units:	1.5 Years
16 to 25 Units:	4 Years	16 to 25 Units:	2 Years
26 to 50 Units:	5 Years	26 to 50 Units:	2.5 Years
51 Units +:	6 Years	51 + Units:	3 Years
OFFICE			
Below 15,000 sf:	1 Year	Below 15,000 sf:	.5 Year
15,000 to 50,000:	2 Years	15,000 to 50,000:	1 Year
50,001 to 100,000:	3 Years	50,001 to 100,000:	1.5 Years
100,001 to 200,000:	4 Years	100,001 to 200,000:	2 Years
200,001 to 300,000:	5 Years	200,001 to 300,000:	2.5 Years
300,001 sf +:	6 Years	300,001 sf +:	3 Years
EDUCATION			
Below 15,000 sf:	1 Year	Below 15,000 sf:	.5 Year
15,000 to 50,000:	2 Years	15,000 to 50,000:	1 Year
50,001 to 100,000:	3 Years	50,001 to 100,000:	1.5 Years
100,001 to 200,000:	4 Years	100,001 to 200,000:	2 Years
200,001 to 300,000:	5 Years	200,001 to 300,000:	2.5 Years
300,001 sf +:	6 Years	300,001 sf +:	3 Years
HOTEL			
2 to 10 Rooms:	1 Year	2 to 10 Rooms:	.5 Year
11 to 25 Rooms:	2 Years	11 to 25 Rooms:	1 Year
26 to 50 Rooms:	3 Years	26 to 50 Rooms:	1.5 Years
51 to 100 Rooms:	4 Years	51 to 100 Rooms:	2 Years
101 to 200 Rooms:	5 Years	101 to 200 Rooms:	2.5 Years
201 Rooms +:	6 Years	201 Rooms +:	3 Years
INDUSTRIAL			
Below 50,000 sf:	1 Year	Below 50,000 sf:	.5 Year
50,000 to 150,000:	2 Years	50,000 to 150,000:	1 Year
150,001 to 250,000:	3 Years	150,001 to 250,000:	1.5 Years
250,001 to 350,000:	4 Years	250,001 to 350,000:	2 Years
350,001 to 500,000:	5 Years	350,001 to 500,000:	2.5 Years
500,001 sf +:	6 Years	500,001 sf +:	3 Years
PARKING STRUCTURES			
200 to 300 cars:	1 Year	200 to 300 cars:	.5 Year
301 to 400 cars:	2 Years	301 to 400 cars:	1 Year
401 to 500 cars:	3 Years	401 to 500 cars:	1.5 Years
501 to 600 cars:	4 Years	501 to 600 cars:	2 Years
601 to 700 cars:	5 Years	601 to 700 cars:	2.5 Years
701 cars +:	6 Years	701 cars +:	3 Years



Exhibit D: PILOT Grading Matrix

RETAIL	
15,000 to 20,000 sf:	4 Years
20,001 to 30,000 sf:	5 Years
30,001 sf + :	6 Years
Below 5,000 sf:	.5 Year
5,000 to 9,999 sf:	1 Year
10,000 to 14,999 sf:	1.5 Years
15,000 to 20,000 sf:	2 Years
20,001 to 30,000 sf:	2.5 Years
30,001 sf + :	3 Years
TOTAL PROJECT DEVELOPMENT COST	
\$1 – 5 Million:	1 Year
\$5+ – 10 Million:	2 Years
\$10+ – 15 Million:	3 Years
\$15+ – 20 Million:	4 Years
\$20+ Million:	5 Years
CCRFC Priorities	
General Location	
Located in CBID (Appendix II):	3 Years
Located outside CBID, but inside CCRFC boundaries (Appendix II):	1 Year
Core & Historic	
<i>Project may only qualify for one of the following five:</i>	
Construction of a new structure in the Downtown Core:	1 Year
Renovation of an existing structure in the Downtown Core:	2 Years
Renovation of a structure listed as non-contributing property in a National Register or Landmarks Commission Historic District:	3 Years
Renovation of a structure listed as significant or contributing in a National Register or Memphis Landmarks Commission Historic District:	4 Years
Renovation of a structure listed individually on the National Register of Historic Places:	5 Years
Community-based Initiatives & Economically Distressed Areas	
<i>Project may qualify for up to two of the following:</i>	
Fronting the Main to Main Multi-Modal Connector Route (Appendix II):	3 Years
Located within the boundaries of the Edge Neighborhood (Appendix II):	3 Years
Located within the boundaries of the South City Impact Area (Appendix II):	3 Years
Located within the boundaries of the Pinch Neighborhood (Appendix II):	4 Years
Located in a Census Tract with a Poverty Rate over 20 percent*	2 Years
Located in a Census Tract earning 80 or less of Area Median Income (AMI)*	2 Years
Design & Energy	
<i>Project may qualify for one or more of the following:</i>	
Including permanent public art (qualification determined by the DMC Design Review Board):	1 Year
Including enhanced architectural lighting (qualification determined by the DMC Design Review Board):	1 Year
Leadership in Energy and Environmental Design (LEED) Certification:	4 Years

Exhibit D: PILOT Grading Matrix

Net Zero Energy Building (NZE) Certification:	4 Years
Memphis Light, Gas and Water (MLGW) Energy Advantage Certification:	1 Years

* Applicants may refer to the HUD map to confirm qualification; <https://www.huduser.gov/gct/gctmap.html>.

PILOT TERM CALCULATION

Primary Qualification:	3 years
Secondary Qualification A:	
Secondary Qualification B:	
Secondary Qualification C:	
Total Project Development Cost:	1 year
CCRFC Priorities:	6 years
PILOT TERM:	10 years



Exhibit E: Project Schedule

1. Programming & Concept Phase	07/15/2022 – 05/23/2023
2. PILOT Application	05/23/2023
3. PILOT CCRFC Review	06/13/2023
4. Schematic Design Phase	06/13/2023 – 07/02/2023
5. Design Development Phase	07/02/2023 – 08/03/2023
6. Construction Document Phase	08/03/2022 – 09/02/2023
7. Bidding & Negotiation	September 2023
8. Permitting	September 2023
9. Commencement of Construction	October 2023
10. Substantial Completion	Q2 2024
11. Full Occupancy Expected	Q4 2024