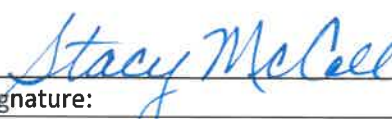




<p><b>Disclaimer:</b></p>	<p>The CCDC, DMC, and its affiliates are not responsible for business consulting, planning, design, or construction of improvements to property that is owned by the applicant or any other entity. No warranties or guarantees are expressed or implied by the description of, application for, or participation in the Exterior Improvement Grant. The applicant is advised to consult with licensed architects, engineers, and/or building contractors before proceeding with final plans or construction.</p>
<p><b>Legal Disclosure:</b></p>	<p><i>Disclose in writing whether any applicant, guarantor, or any other person involved with the project is currently engaged in any civil or criminal proceeding or ever filed for bankruptcy. Also, disclose whether any individual involved with the project has ever been charged or convicted of any felony or currently is under indictment:</i></p>
<p><b>Board Relationship Disclosure:</b></p>	<p><i>Disclose in writing whether the applicant or any guarantor has any previous or ongoing relationship with any Board member or legal counsel of the Board.</i></p>
<p><b>Applicant's Certification:</b></p>	<p>This application is made in order to induce the CCDC 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 CCDC in its consideration of the application is included. The applicant acknowledges that it has reviewed the descriptions of the CCDC financial program for which it is applying and agrees to comply with those policies. The applicant shall also be required to show best faith efforts with regard to the employment of minority and/or women contractors and subcontractors in the project development. The applicant specifically</p>

	agrees to pay all reasonable costs, fees and expenses incurred by the CCDC whether or not the incentive is granted or project completed.
	 09/29/2021
Signature:	Date:

**Application Attachments**

In addition to this completed and signed application, include the following attachments when you submit your grant request:

- **Required Drawings and Exhibits**  
Work with CCDC staff to determine which of the following application materials are necessary for your specific project:
  - Architectural drawings, including dimensions and materials listed
  - Rendering or sketch of proposed improvements
  - Current photo(s) of the subject property
  - Color and material samples for paint, awning, signs, etc.
  - Sign plans, including dimensions/measurements and materials listed
  - Other information and drawings as deemed necessary by staff
- **Estimated Costs & Bids**
  - Complete Sources and Uses Statement (Attachment B)
  - If requested by DMC staff, provide copies of vendor bids / estimates
- **Project Timeline**  
List estimated dates to begin and finish construction
- **References**  
List three credit references.

8/30/21

307 Madison Ave., Memphis, TN 38103

Service Master By Stratos – Tim Maxwell / Stacy McCall

**Existing condition:** The property at 307 Madison was formerly home to Junior Achievement of Memphis. The building was purchased by Service Master by Stratos in 2020/2021, to make a direct ownership commitment to operate in and improve Downtown, where they have been long-time tenants at 66 So. Front. Their clients in the immediate area include the DMC, and AutoZone Park. The location at the Western “Edge of the Edge District”, and the Eastern Edge of Core Downtown offers the opportunity to invest in a rising area, which will benefit greatly from their presence and investment in the revitalization of the property.

The building, which had been outfitted as an “interior town square” for Junior Achievement’s youth training programs is suffering from long-term deferred maintenance, especially on the exterior of the building. The main building and auxiliary building roof areas are in dire need of attention, although fortunately have not begun to leak substantially. The entire Western brick façade is severely deteriorated to the point that it has caused major leakage into the building, and damage to the plaster/drywall interior perimeter wall surfaces. It will need virtually 100% grinding out of all masonry joints, tuck-pointing and cleaning.

The Northern façade of the main building, featuring a terra cotta façade is in relatively good shape, but in need of selective re-grouting of the joints, and attention to the window and door trim. The North facing façade also has damage from being struck by a car. The auxiliary building to the East features a blond brick on the North façade, and minimal accoutrements, but a simple attractive cement parapet cap. It requires a thorough masonry cleaning, and selective tuck-pointing. The window and door trim are in fair shape, but need caulking, painting and repair.







**Proposed Future Use:** The property at 307 Madison will become the permanent home of Service Master by Stratos, who have been in business in Memphis for over 35 years. To Quote Stacy McCall, Owner from their website, “Additionally, our location in Downtown Memphis is a differentiator for our company. Since moving Stratos headquarters to Downtown Memphis in 2010, we have embraced our place in the Downtown community by continuously advocating neighbor businesses, participating in area events, and sharing the good news of revitalization in the city of Memphis.”

The interior of the building is being extensively renovated to provide training, operations, and storage space, as well as offices for their constantly growing business. Interior renovations and reconfigurations are underway and will total in excess of \$250,000. (These are not included in this “Scope of Work” description).

**What exterior improvements do you plan to make to the property?**

**Western Façade:** The Western Façade will be initially pressure-washed, to remove loose previously applied, non-performing coating, as feasible. Approximately 80% of all masonry joints will be ground to a minimum depth of 1 1/8” to 1 3/8”. All remaining loose coating will be removed and/or ground off. (2) existing chimneys and (2) pilasters will be relayed, as needed, and permanently capped. All joints will be re-pointed with a Type N mortar mixture w/lime added. All surfaces will be cleaned w/a citrus-based cleaner, and lightly pressure-washed to complete operation. The finished surface will be a combination of re-exposed brick w/a “fade in” to the remaining adhered coating and will have an attractive weathered look.

**Northern Façade of Main Building:** The Northern brick Façade of the Main Bldg. will be thoroughly soaked and treated w/an appropriate pre-cleaning agent, and then cleaned and pressure-washed thoroughly. (Awning and awning frame will also be cleaned). Damaged joints will be selectively re-grouted w/a color matched, polymer enhanced grout. Selective wood replacement of window and door frames, which are in relatively good condition. Frames and trim will be caulked, as needed, and repainted. Existing “Party Lighting” will be removed and new LED downward facing puck lighting will be installed, per Elevation Plan.

**Northern Façade of Auxiliary Building:** The Northern terra cotta Façade of the Main Bldg. will be thoroughly soaked and treated w/an appropriate pre-cleaning agent, and then cleaned and pressure-washed thoroughly. Damaged joints will be selectively ground and tuckpointed w/a Type N mortar

w/lime added and color-matched, as feasible. Special attention will be paid to the façade cap accoutrement, which is the principle distinguishing feature of the building, along with the blond brick. Selective wood replacement of window and door frames, which are in relatively good condition. Frames and trim will be caulked, as needed, and repainted. A new custom height entry door will be fabricated and installed and the lower transom over the door will be removed. Period-style oil-rubbed bronze gooseneck lighting will be installed, per Elevation Plan.

The Southern Façade has already been stuccoed and water-proofed, and additional access has been provided to Floyd Alley, which will aid in the further activation of the Alley, but is not included in this Scope of Work.



“No man is an island and neither is a business. ServiceMaster by Stratos has recognized the importance of giving back to the community since its founding in 1979, and we continue to build upon that belief. We apply the motto “service before self” when it comes to our community, too. Over the years, Stratos has not only supported many organizations financially, but also by providing in-kind services for events, many of those occurring in the Downtown area.

With nearly 400 employees on staff, Stratos' presence in the area will undoubtedly bring an influx of traffic to the neighborhood, as well. Think occurrences such as leadership training sessions, weekly staff meetings, physical check pickups and team events, just to name a few.

Stratos also plans to upgrade the area surrounding the building with a beautiful garden space complete with flowers, seating areas and more”

- Stacy McCall, Owner.

**ServiceMaster by Stratos-307 Madison EIG Grant Related Façade  
Improvements Budget**

<b>Division 1 General Requirements: 01040-Supervisory/Coordination</b>	\$ 16,000
<b>Division 3 Concrete: 03700-Concrete Restoration</b>	2,200
<b>Division 4 Masonry: 04500 Masonry Restoration/Tuckpointing</b>	108,000
<b>Division 6 Wood &amp; Plastics: 06200 Finish Carpentry</b>	6,000
<b>Division 8 Doors &amp; Windows: 08200 Wood Doors,</b>	
08250 Door Opening Assemblies	8,500
<b>Division 9 Finishes: 09900 Painting</b>	12,800
<b>Division 10 Specialties: 10100 Signage</b>	8,000
<b>Division 16 Electrical: 16050 Basic Electrical, 16500 Lighting</b>	<u>11,800</u>
<b>Total.....</b>	<b><u>\$ 173,300</u></b>





Selective tuckpointing & masonry repair. Color match mortar.

Repair, caulk, and paint the exterior facade windows and with contrasting sash color

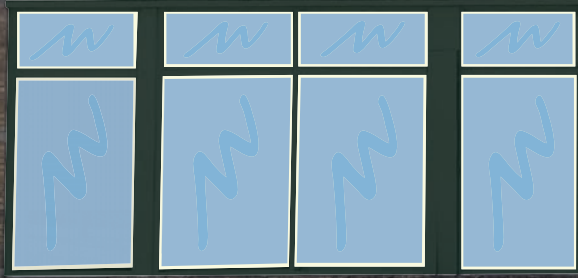
Add (6) oil rubbed bronze LED outdoor gooseneck light fixtures

Pressure wash / stain removal of concrete parapet detail and blonde brick

Clean & Selectively regrout joints in architectural terra cotta tile facade

Caulk and paint exterior woodwork / trim as needed.

Masonry tuckpointing / repair on West facade not pictured.



Remove door and transom and install new custom full height door

Replace damaged granite panel

Repair damaged sidewalk as needed.

Replace existing party lights with (9) Puck LED downlights w/ a narrow flood.