

Center City Development Corporation Board Meeting

To: Center City Development Corporation (CCDC)
From: DMC Staff
Date: October 12, 2022
RE: Good Neighbor Grant Request – 954 Jackson Ave.

The enclosed Exterior Improvement Grant application has been submitted for consideration at the October 19, 2022, CCDC Board Meeting.

Project: **954 Jackson Ave.**

Applicant/Property Owner: Roosevelt Bonds
962 Breedlove Street
Memphis, TN 38107

Applicant's Request: Good Neighbor Grant in an amount up to \$25,000.

Project Description: The subject property is a single story commercial building located on the north side of Jackson Avenue in the Smokey City neighborhood.

The applicant, Roosevelt Bonds, has worked in the neighborhood for years through his nonprofit, West Tennessee Regional CDC. They are seeking to redevelop this property and lease it as to a restaurant tenant. Through this redevelopment, they seek to foster commercial activity in this underinvested neighborhood with plans to renovate additional spaces throughout the neighborhood.

The exterior scope of work will include exterior improvements that will not only provide enjoyable outdoor seating space for patrons but also improve the appearance of the neighborhood.

Windows and doors will be updated to create better access and visibility. A glass garage door will be installed and lead out onto an outdoor dining area. A pergola will shade the outdoor dining area, and it will be enclosed by a short wall supporting greenery. To further enhance the area, a mural will be commissioned by a local artist.

The scope of work includes the following:

- Install an entrance canopy at main entrance
- Install a shade pergola
- Install glass garage door
- Replace two (2) entrance doors
- Install four (4) windows
- Mural on west building façade
- Landscaping

EIG Budget:

The Good Neighbor Grant program is designed to help Downtown-adjacent businesses make high-quality exterior building improvements to improve the appearance of property and fight blight. These improvements help draw in customers by making buildings approachable, increase pedestrian activity in neighborhoods, and add vibrancy to once dilapidated property. The Grant is reimbursable and requires the applicant to provide receipts of completed work.

For this program, we partner with neighborhood organizations that provide connections, invaluable insight, and funding. For this location in Uptown, our partner is the Community Redevelopment Agency (CRA).

Permanent exterior improvements that are potentially-eligible for reimbursement under the Good Neighbor Grant program include the following:

Sources:

Owner’s Equity	\$ 7,812	(24%)
CCDC EIG	\$ 25,000	(76%)
Total Sources	\$ 32,550	(100%)

Uses:

Large Pergola	\$ 7,500	(23%)
Glass Garage Door	\$ 5,600	(17%)
New Doors (2)	\$ 5,200	(16%)
Mural by Outdoor Seating	\$ 5,000	(15%)
New Windows (4)	\$ 3,000	(9%)
Contingency	\$ 3,000	(9%)
Landscaping	\$ 2,000	(6%)
Entrance Canopy	\$ 1,250	(4%)
Total Uses	\$ 32,550	(100%)

Design Review:

The applicant has sufficient design plans to be heard at the Design Review Board in November.

EBO Program: Any project that is awarded financial incentives from the Downtown Memphis Commission (DMC) shall include a best faith effort to reach no less than 25% participation by minority and/or women owned businesses (MWBE) in the project's development cost (design and construction hard costs). Compliance with this Equal Business Opportunity (EBO) Program is a closing requirement. **If the requirements of the EBO Program are not met, the CCDC will cancel the incentive.**

Outreach & Inclusion Plan: The specific steps required for each applicant to be compliant with the DMC's EBO Program takes into consideration the size, scope of work, and development costs associated with the project. At the time of incentive application, it may be too early to identify specific contractors or sub-contractors that will ultimately be involved in the construction. However, the applicant has a clear understanding of the EBO Program and has worked with DMC staff to identify the following key steps that will be included in their Outreach & Inclusion Plan:

- The applicant will meet and coordinate with minority-owned business assistance organizations such as the Memphis Area Minority Contractors Association (MAMCA) and the Mid-South Minority Business Council Continuum (MMBC) to make their members aware of the project and any contracting and sub-contracting opportunities.
- The applicant will use the City of Memphis Business Diversity & Compliance Registry and the resources at the Shelby County Office of Equal Opportunity Compliance to identify qualified subcontractors and other tradespeople to perform the needed work.
- The applicant will contact a **minimum of 3 certified MWBE businesses** for each trade or type of subcontractor needed and provide each a fair opportunity to submit a bid and be considered for the work.
- Once the service providers have been identified and before construction begins, the applicant will submit the form titled "Proposed Utilization Plan" to DMC staff for review and approval.
- At project completion, the applicant will submit the "Monthly Progress Report" to the Directory of DEI along

with receipts and invoices to show the work that was contracted and the final MWBE participation percentage for the project. At this point, the applicant will also contact the Development Project Manager to schedule a site visit to show that work has been completed. This is needed for close out and reimbursement.

Minimum MWBE Goal: With an estimated exterior budget of \$32,550, a 25% level of MWBE inclusion for that work is approximately **\$8,137.50**.

Staff Evaluation: DMC staff is excited to support this emerging local developer with a project in a high impact corridor and in an underinvested neighborhood. Our partners at the CRA who are providing the funding are also supportive of this project.

The proposed exterior improvements include enhancements that are beyond the typical design for a new restaurant space. The applicant is in communication with a potential tenant, so these high-quality improvements will also support new business. Once occupied, this project will activate a neglected vacancy, foster community pride, and inspire future development.

Recommendation: **Staff recommends approval of a Good Neighbor Grant in an amount up to \$25,000 based on approved receipts and subject to all standard closing requirements and conditions.**