

CCDC Board Meeting

April 15, 2020



**APPROVAL OF THE
MARCH 18, 2020, MINUTES
MARCH 31, 2020, MINUTES**

FINANCIAL UPDATE

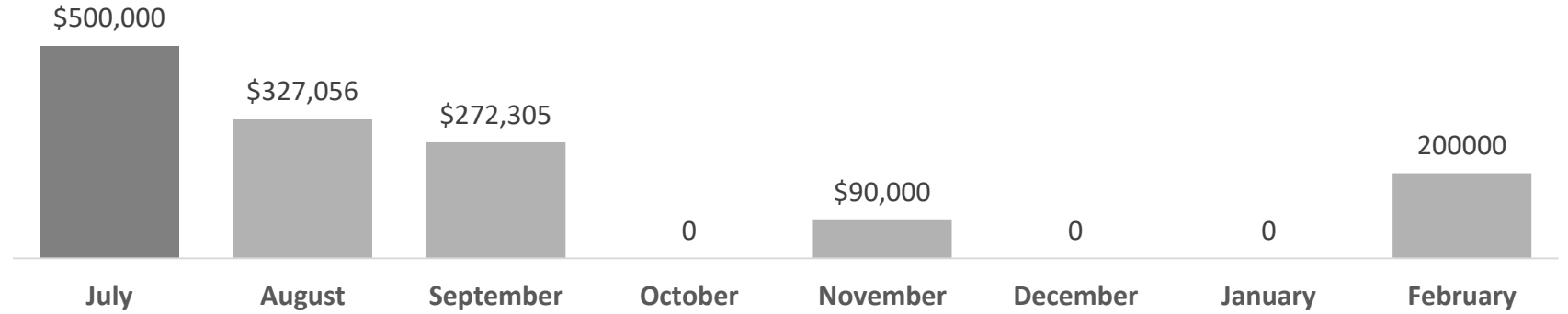
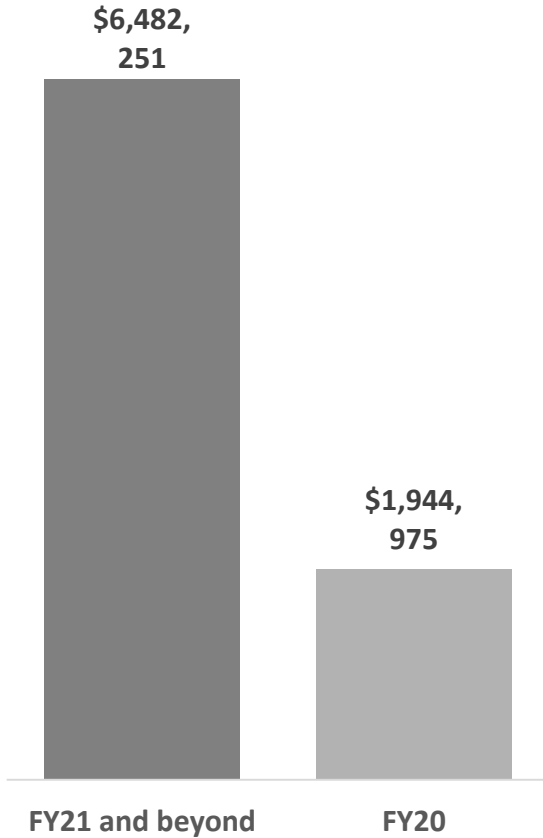
As of February 29, 2020

FINANCIALS – CENTER CITY DEVELOPMENT

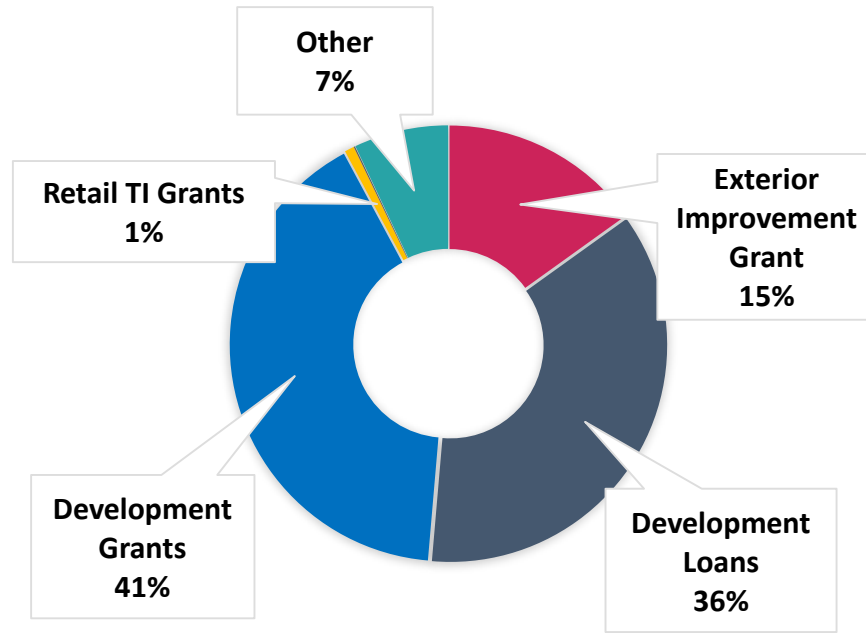
As of February 29, 2020

- Increase in Development Loans – AllWorld, Universal Life, 11 W. Huling and Medicine Factory
- Interest Income – from CCDC loans and investment income
- Timing on pass through expenses
- Projects include Master Plan and dog park expenses

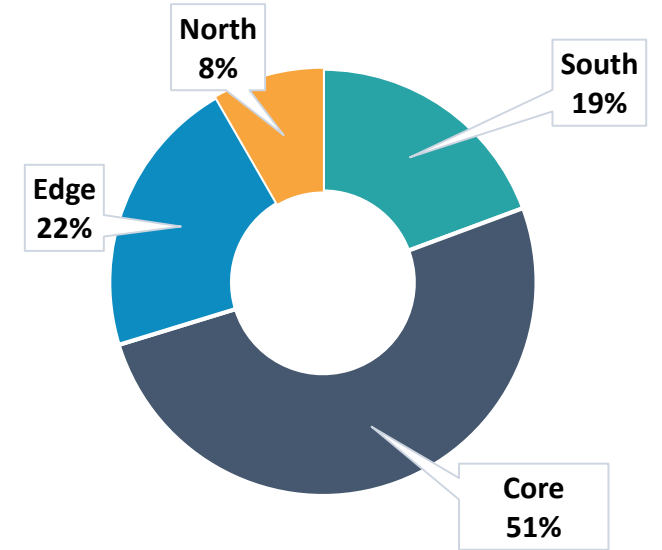
APPROVED CCDC COMMITMENTS \$8.4 MILLION



FISCAL YEAR APPROVALS



COMMITMENTS BY INCENTIVE



COMMITMENTS BY AREA

FY21 BUDGET

July 2020 – June 2021

Center City Development Corporation (CCDC)

Budget Overview: FY2021 OVERVIEW

July 2020 - June 2021

	FY21	FY20	Variance	%	
Income					
4000 Admin & Interest Income	65,000	60,000	5,000	8%	Interest LGIP account; Interest-CCDC loans; market activity from investment account
4100 Development Income	1,400	1,400	-	0%	Loan and EIG application fees
4800 Transfers In	100,000	100,000	-	0%	CCRFC transfer based on budgeted fees
Total Income	166,400	161,400	5,000	3%	
Expenses					
5100 Office Expense	9,500	9,500	-	0%	Insurance/maintenance for Crump Bldg
5300 Professional Fees	272,000	97,000	175,000	64%	Includes architectural fees for Crump renovation
5700 Planning & Development	4,647,811	3,185,922	1,461,889	31%	Existing Commitments and strong pipeline
5850 Transfers Out	223,303	223,303	-	0%	budgeted same as last year
5950 Improvements	100,000	228,300	(128,300)	<100%	I-40 Underpass Art
5970 Depreciation Expense	57,689	57,689	(0)	0%	
Total Expenses	5,310,303	3,801,714	1,508,589	28%	
Net Income	(5,143,903)	(3,640,314)	(1,503,589)	29%	
Current CCDC Cash:					
LGIP Fund	4,158,070				
Bank TN Checking	189,848				
Investment Account-Highland Capital	<u>2,012,593</u>				
	6,360,511				

343 Madison Ave.

Request for Exterior Improvement Grant (EIG)





Mutt Island

Arnold's
BBO

Wonder CC

Parking Area

Brinson's

Stop 345

343 Madison



Prior to Development Loan Renovations



Improvements as of 04/13/2020



343 Madison Ave.

- 1-story building; originally built as cotton grading facility and former home to American Dream Safari
- Approved DMC Development Loan in August 2019 for emergency roof repairs and full renovation for commercial use
- At the time of Development Loan approval, incentives could be stacked and staff expected applicant to be back with EIG application
- Now that applicant has lease, applicant can apply for exact renovations needed to accommodate tenant



343 Madison Ave.

- Exterior improvements needed to Southern & Eastern facades
- 10-year signed lease with Craft Axe Throwing
- New primary entrance and ADA access
- Further activating Floyd Alley as a place for people



*Top Photo: Eastern Façade, looking west
Bottom Photo: Floyd Alley, looking west*

Request

Exterior Improvement Grant:

- Grant is for high-quality improvements to the exterior of the property and to enhance curb appeal in ways not possible without assistance
- Up to \$60,000 grant
- Requires minimum leverage of 1 to 1



Scope of work

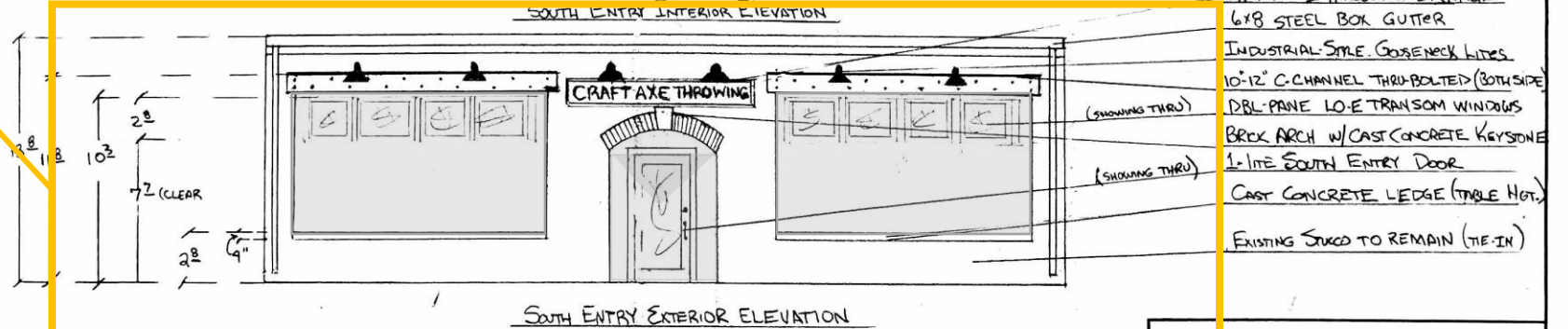
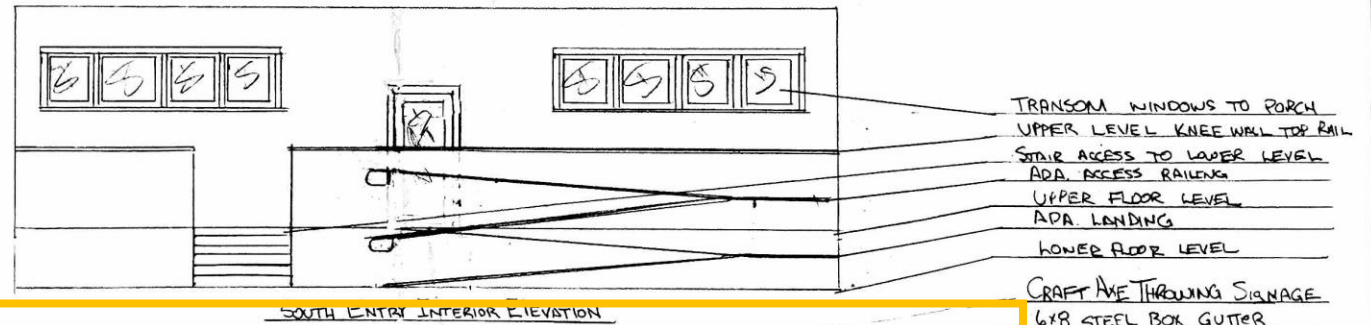
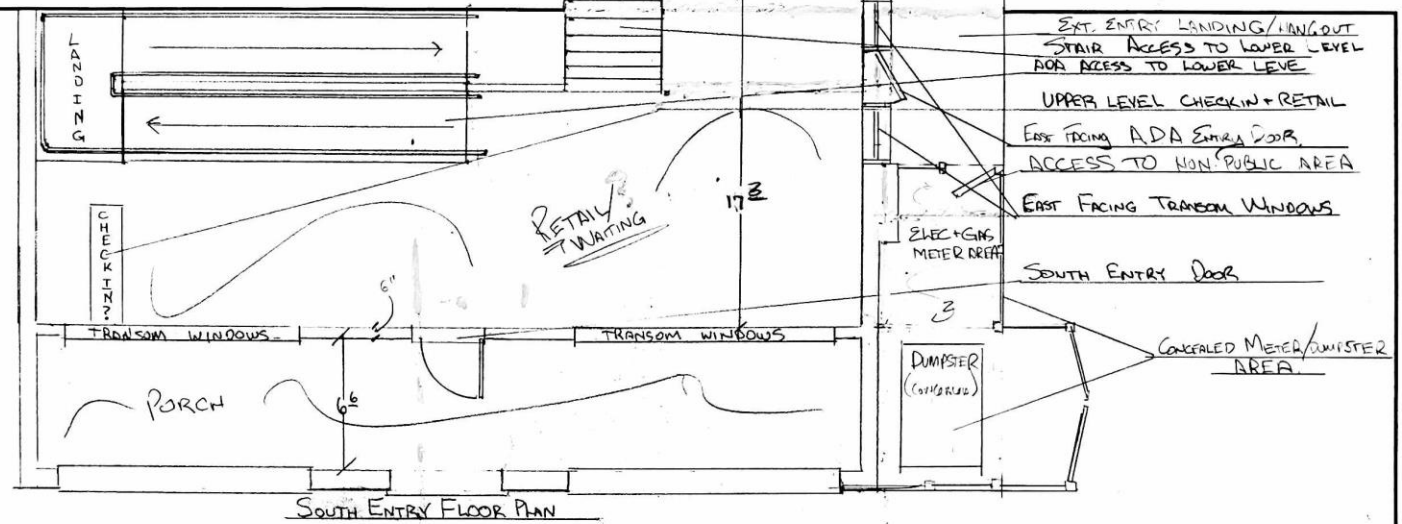
Southern Facade

- New main entrance on Floyd Alley
- 15' ft. porch area
- Industrial style LED goose neck lighting & Craft Axe Signage
- Walkthrough entry with brick archway and cast concrete keystone
- Double paned glass entry door & transom windows

Existing Conditions



Existing Conditions



343 MADISON - CRAFT AXE - So. FACADE			
SCALE: 1/4" = 1'-0"	APPROVED BY: [Signature]	DRAWN BY: M. TODD	
DATE: 03/10/2020	[Signature]	REVISED: 04/09/20	
343 MADISON - REPURPOSING - #2			
(REVISED W/ EAST FACADE)			
DRAWING NUMBER			REV. 3

Proposed Southern Exterior Renovations

(Pg. 4 of EIG Application)

Scope of work

Eastern Facade

- New paneled glass roll-up door
- New artistic mural & signage
- New ADA entrance & entry porch
- New exterior lighting
- Dumpster enclosure
- New regrading and repaving of the eastern parking lot

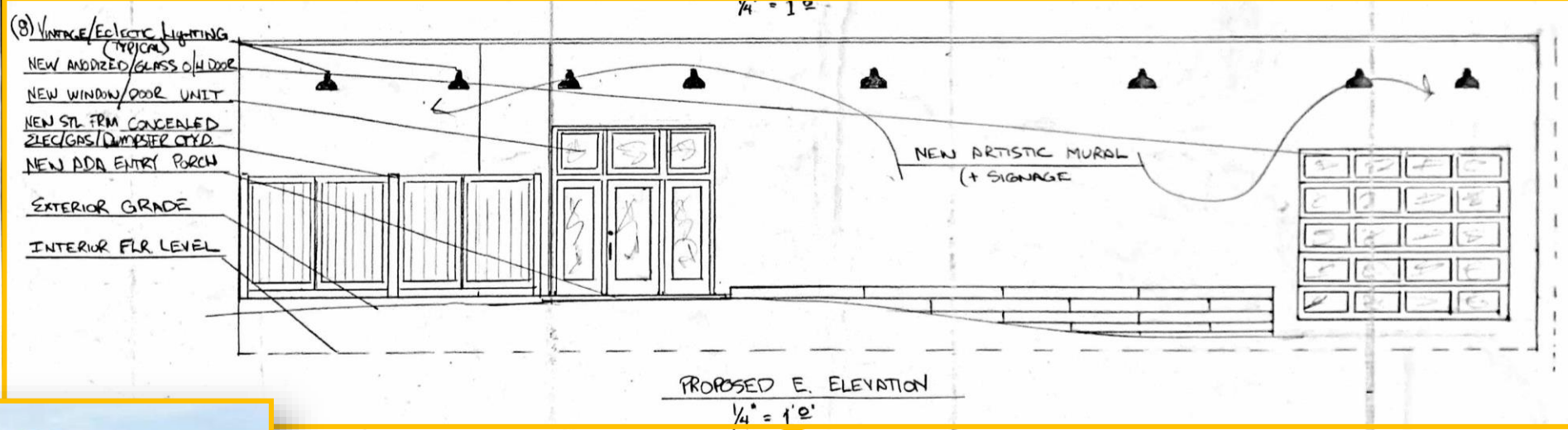
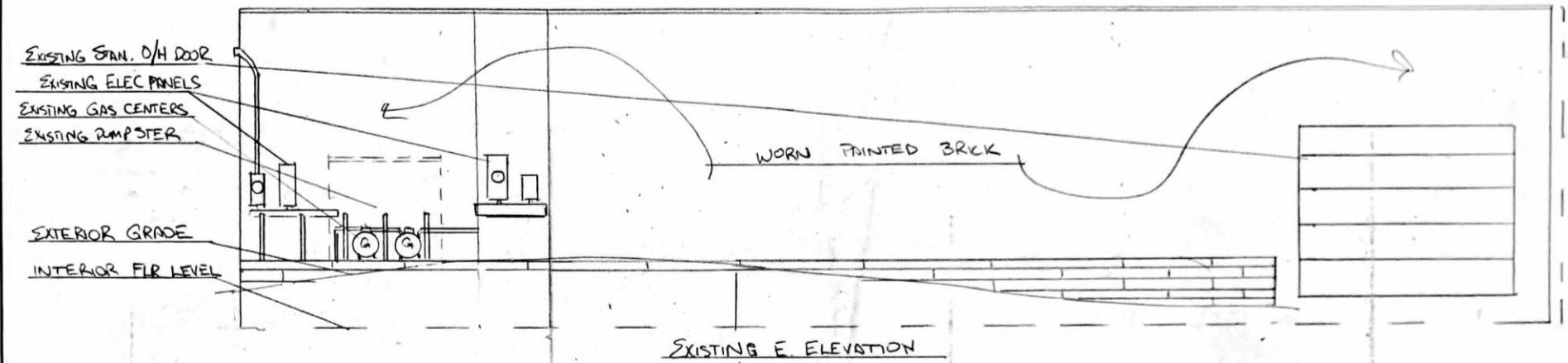
Existing Conditions



Proposed Eastern Exterior Renovations

(Pg. 6 of EIG Application)

Existing Conditions



343 MADISON - E. FAÇADE ELEV.			
SCALE: 1/4" = 1'-0"	APPROVED BY:	DRAWN BY: M. Trudell	
DATE: 03/30/2020	<i>[Signature]</i>	REVISED: 04/01/20	
343 MADISON - REPURPOSING (SHELL)			
			DRAWING NUMBER

Overall Budget (Sources)

	Amount	%
Exterior Improvement Grant	\$60,000	50%
Owner's Equity	\$23,000	20%
Lessee's Equity	\$17,000	14%
Potential MMDC Façade Grant	\$20,000	16%
Total	\$120,000	100%

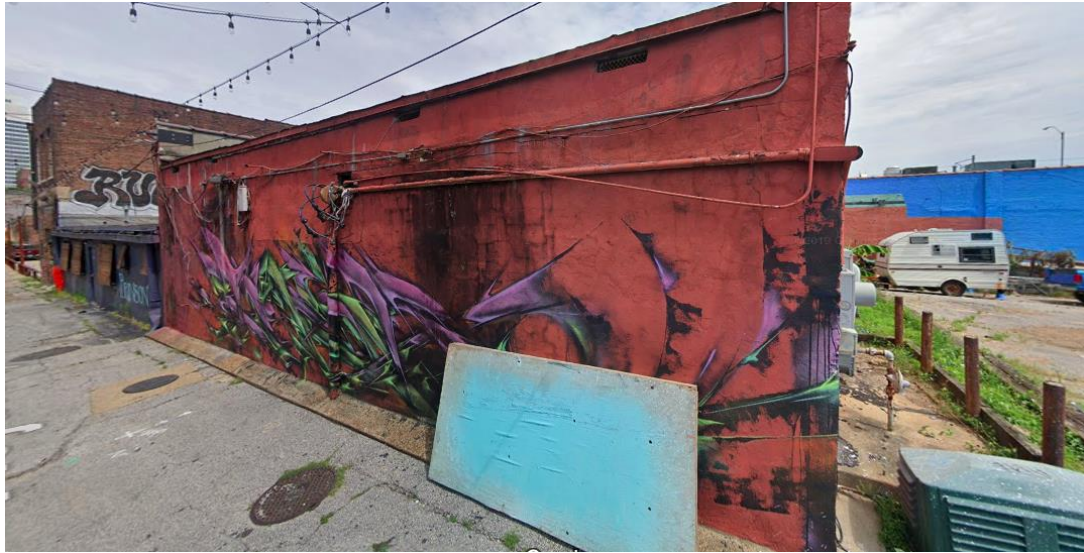
Overall Budget (Uses)

	Amount	%
Façade Improvements	\$108,000	90%
Architectural Fee (potential)	\$5,000	4%
Signage / Mural	\$7,000	6%
Total	\$120,000	100%

Overall Budget (Uses)

	Amount	%
Façade Improvements	\$108,000	90%
Ar		
Si		
To		%

25% MWBE Target
= \$30,000



Recommendation

Exterior Improvement Grant up to \$60,000

- Improves access to parking and greatly increases the visibility from Danny Thomas and Monroe
- Further activates and animates Floyd Alley, joining other businesses that front the alley
- Improvements accommodate the needs of Craft Axe Throwing, a tenant that will provide a unique social and competitive experience to the neighborhood
- Provides a link from the Core to the heart of development in the Edge District

OTHER BUSINESS



PRESIDENT'S REPORT

Status Update

- \$200,000 loan pool was approved March 31.
- Forgivable Loan at 0% interest converts to a **grant** if the business continues to operate for at least 2 years.
- The money can be used for operational expenses & rent, restructuring debt and leasehold improvements & equipment.
- **+50 forgivable loan requests** received so far.
- Applicants have worked with the staff and most have accepted less than the maximum grant available to allow for more to receive funding.

DRAFT - March 30, 2020

DOWNTOWN BUSINESS CONTINUITY FORGIVABLE LOAN PROGRAM



A forgivable loan for assisting existing downtown businesses impacted by the COVID-19 pandemic and related economic impacts.

- 💰 A forgivable loan of up to \$20,000, for eligible existing businesses.
- 📅 Loan is forgiven if the business **stays open for two years** after receiving the loan.
- 📄 Funds can be used for **operational expenses & rent, fixed assets, and debt restructuring.**

Program Administered by the **Center City Development Corporation** 114 North Main Street Memphis, TN 38103 (901) - 575 - 0540 DowntownMemphisCommission.com



Maximum Forgivable Loan Amount

Average Yearly Gross Sales	Maximum Loan
Below \$250,000	\$5,000
Between \$250,001 - \$1,000,000	\$10,000
Between \$1,000,001 - \$5,000,000	\$20,000

Evaluation & Prioritization

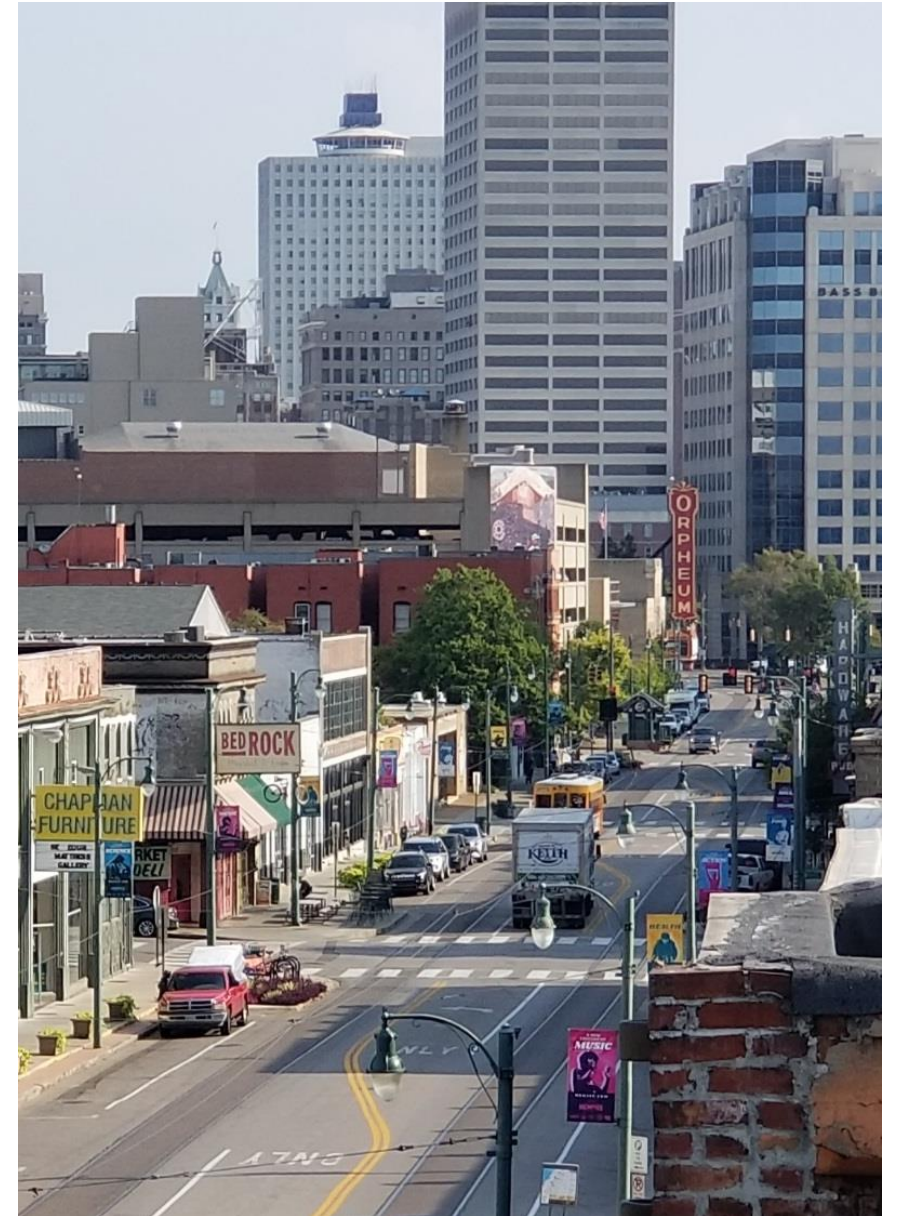
Tenure Downtown			Business Type			Location			
<1 year 1 point	>1 year 2 points	>5 years 3 points	Service 1 point	F&B 2 points	Retail 3 points	CBID 1 point	Core 2 points	Retail Nodes 3 points	Main Street Mall 4 points

Numerical score is only one data point used to evaluate the requests.

First Approvals

- Alcenia's, 317 N. Main St.
- Premier Flowers, 10 N. Second St.
- South Main Book Juggler, 548 S. Main St.
- Fantom Events / The Broom Closet, 546 S. Main
- Rachel's Salon, 10 N. Main St.
- The Brass Door, 152 Madison Ave.
- Wrapzody, 99 N. Main St.
- McEwen's, 120 Monroe Ave.

Total Approved April 13: \$55,100 (8 Businesses)
Additional Committee meeting set for April 17.



NEXT CCDC BOARD MEETING

MAY 20, 2020

