

Center City Development Corporation Board Meeting

To: Center City Development Corporation (CCDC)
From: DMC Staff
Date: November 13, 2024
RE: Good Neighbor Grant Request – Northside Grill (724 N Bellevue)

The Good Neighbor Grant application has been submitted for consideration at the November 20, 2024 CCDC Board Meeting.

Project: **Northside Grill (724 N Bellevue)**

Applicant: Reginald Randolph
724 N Bellevue
Memphis, TN 38107

Property Owner: Bellevue GP
1779 Kirby Pkwy, Ste 1-347
Memphis, TN 38138

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

Project Description: The subject property is a vacant single-story commercial building located on the east side of N Bellevue Blvd, just north of the Tiger Mart gas station. The building occupies approximately 407 sq. ft. on a roughly 0.2-acre lot.

The subject property lies within a heavily trafficked automobile corridor and is an ideal location for a drive-thru restaurant as it is highly visible to people traveling along Jackson Avenue and adjacent to an exit for Highway 40. The applicant is seeking to bring life back to this vacant structure by renovating the interior and exterior to accommodate his business which will sell foods like turkey legs.

The exterior scope of work will include cosmetic and functional improvements and an outdoor dining space. These include:

- Fencing
- Landscaping
- Sign
- Windows
- Exterior Lighting

- Drive Thru Speaker Post
- Drive Thru Presell Board
- Exterior Painting
- Exterior Commercial Door
- Outdoor Seating

GNG 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 the Klondike neighborhood, the funding organization is the Works Inc.

The following describes the estimated project budget:

Sources:

Owner’s Equity	\$ 4,600	(16%)
CCDC GNG	\$ 25,000	(84%)
Total Sources	\$ 29,600	(100%)

Uses:

Fencing	\$ 7,000	(24%)
Landscaping	\$ 2,500	(8%)
Sign	\$ 2,500	(8%)
Windows	\$ 5,000	(17%)
Exterior lighting	\$ 1,500	(5%)
Drive Thru Speaker Post	\$ 1,500	(5%)
Drive Thru Presell Board	\$ 600	(2%)
Exterior Painting	\$ 3,000	(10%)
Exterior Commercial Door	\$ 3,500	(12%)
Outdoor seating	\$ 2,500	(8%)
Total Uses	\$ 29,600	(100%)

Design Review:

The applicant will submit design plans to the DRB in the coming months.

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 is typically 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 advertise and host a pre-bid conference to allow MWBE subcontractors an opportunity to ask questions and learn more about the job opportunity. DMC staff will be invited to attend the pre-bid conference to observe.
- 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, the applicant will submit the form titled "Proposed Utilization Plan" to DMC staff for review and approval. The applicant will also be asked to provide a full record of the outreach

steps taken and the results thus far. This documentation can include items such as a phone call log, copies of emails, meeting notes, and pre-bid conference attendance sheet.

- After construction has started, the applicant will provide monthly updates to DMC staff detailing the project status and level of MWBE involvement at each major phase of the project.

Minimum MWBE Goal: With an estimated exterior budget of \$29,600 a 25% level of MWBE inclusion for that work is approximately **\$7,400.00**.

Staff Evaluation: DMC and the Works Inc staff support this grant application to redevelop this vacant structure along Bellevue Blvd into the home of Northside Grill. One of the main goals of the Good Neighbor Grant program is to encourage property investment in downtown-adjacent neighborhoods, and the applicant is making a significant investment to convert both the interior and exterior of this vacant structure into a productive restaurant that will increase food options and commercial activity in the Klondike neighborhood.

The proximity of the site to the nearby Highway 40 exit and Jackson Avenue presents the opportunity for a local entrepreneur to tap into an automobile-oriented market, who would otherwise likely not patronize a locally owned business within this neighborhood. While the proposed restaurant will be primarily drive-through in nature, the addition of an outdoor seating area will further activate this site, adding appeal for pedestrians living nearby who may also want to patronize the business.

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.**

Applicant must comply with the EBO requirement and submit for a Design Review Board (DRB) application for approval.