



Diversity Report
2nd Quarter/FY 2019
 November 2018

I. MWBE Classification Expenditures (32% of major projects since tracking began in 2010)

Category	Amount	%
African American	\$78,356,376	56.9%
White Female	\$44,453,774	32.3%
Asian-Indian American	\$8,020,968	5.8%
Native American	\$2,819,897	2.0%
Asian-Pacific American	\$2,567,431	1.9%
Hispanic American	\$1,437,659	1.0%
Disadvantaged Business Enterprise (DBE)	\$80,053	0.1%
Total	\$137,736,158	100%

II. Significant Completed Projects

Project	Incentive	EBO Eligible	EBO Eligible Completed	MWBE Participation		% Complete
				Amount	%	
Sears Crosstown	PILOT	\$126,541,435	\$126,541,435	\$43,661,983	35%	100%
ServiceMaster (combined)	PILOT, Dev. Grant, Parking Incentive	\$48,114,944	\$48,114,944	\$23,716,781	49%	100%
Total		\$174,656,379	\$174,656,379	\$67,378,764	39%	

III. Projects Under Construction

Project	Incentive	EBO Eligible	EBO Eligible Completed	MWBE Participation		% Complete
				Amount	%	
The Citizen (Union & McLean)	PILOT	\$27,933,483	\$11,818,962	\$3,392,463	29%	42%
Bakery Apartments	PILOT	\$27,305,795	\$799,233	\$455,462	57%	3%
Bakery Garage	PILOT, Parking Incentive	\$8,532,595	\$3,757,047	\$599,888	16%	44%
Orion Federal Credit Union	PILOT	\$17,131,663	\$1,630,801	\$1,078,098	66%	10%
Medical Arts Building	PILOT	\$16,843,024	\$13,783,457	\$3,154,447	23%	82%
Arrive Hotel	PILOT	\$7,111,632	\$481,845	\$237,245	49%	7%
Total		\$104,858,192	\$32,271,345	\$8,217,603	27%	

IV. Review of most recent update of inclusion levels, and status of development projects and expenditures since EBO tracking began in 2005:

- Completed Development Projects - 30%
- Retail and Office Projects - 26%
- Certification & Diversity Status

V. Other efforts and highlights included (but were not limited to):

- Current DMC Expenditures for FY 2019 - 25%
- Supported the 2018 City of Memphis Office of Business Diversity & Compliance "We Mean Business" Symposium
- Supported 2018 MMBC Continuum Economic Development Forum
- Conducted strategic planning meetings with Office of Business Diversity & Compliance, the Memphis Area Minority Contractors Association, and developers to maximize inclusion in DMC-incented projects

**Diversity Participation Report 2nd Quarter 2019
Development Projects**

APPROVED BUT NOT UNDER CONSTRUCTION

Date Approved	Last Update	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Minimum Diversity Target (20% Proj. Value)	Pre-Construction/Soft Costs Diversity Actual to Date	Diversity % of Project Value to Date
11/13/18		Malone Park Commons	SE corner of Main & Saffarans	Andrew Jones	15-yr PILOT	\$ 2,067,515	\$ 516,879	\$ -	0%
11/13/18		Marine Residence	360 Metal Museum Drive	Lauren Crews, Desoto Pointe Partners, LLC	20-yr PILOT	\$ 12,755,194	\$ 3,188,799	\$ -	0%
7/14/15	9/30/18	One Beale	Beale & Riverside	One Beale, LLC	20-yr. PILOT, up to \$10,000,000 for Public Garage	\$ 111,000,000	\$ 22,200,000	\$ -	0%
6/13/17	6/13/17	Tennessee Brewery Phase II	(SE Corner of Tennessee St. & Butler Ave.)	495 TN Partners	20-year PILOT	\$ 11,417,963	\$ 2,283,593	\$ -	0%
8/16/17	8/16/17	The Bakery (other parcels yet to be developed)	Edge District	Gary Prosterman, Developer & Principal	20-year PILOT	\$ 8,013,549	\$ 1,602,710	\$ -	0%
10/10/17	6/6/18	663/673 S Cooper St.	663/673 S Cooper St.	Filament, LLC	11-yr. PILOT	\$ 2,870,420	\$ 574,084	\$ -	0%
2/13/18	9/30/18	Flats at Overton Square	Diana St.	PMT Investments, LLC	11-yr. PILOT	\$ 1,636,350	\$ 327,270	\$ -	0%
2/13/18	9/30/18	529 S Front St.	529 S Front St.	529 Fronst Street, LLC	9-Year PILOT	\$ 1,912,826	\$ 382,565	\$ -	0%
11/13/18	9/30/18	27 W Carolina Ave.	27 W. Carolina Ave.	Hamilton & Holliman	15-yr. PILOT	\$ 9,619,004	\$ 2,404,751	\$ -	0%
6/12/18	9/30/18	138 Partners, LLC	138 Huling Ave.	Vince Smith, Jr.	10-yr PILOT	\$ 7,650,000	\$ 1,530,000	\$ -	0%
6/12/18	9/30/18	164 Union Ave.	164 Union Ave.	MHF Memphis VI, LLC	15-yr PILOT	\$ 24,321,000	\$ 4,864,200	\$ -	0%
7/10/18	9/30/18	18 S. Main Mem, LLC	18 S. Main St.	Tom Intrator	13.5-yr PILOT	\$ 4,043,311	\$ 808,662	\$ -	0%
7/10/18	9/30/18	TCH Memphis, LLC	380 Beale St Hotel	Nick Patel	15-yr PILOT	\$ 10,900,000	\$ 2,180,000	\$ -	0%
9/11/18	9/30/18	80 W. Virginia Apts.	80 Virginia Ave.	Mike Kennedy	11.5-yr PILOT	\$ 3,271,000	\$ 817,750	\$ -	0%
9/11/18	9/30/18	1619 Monroe LLC Apts.	1619 Monroe Ave.	Amin Zaki	9-Year PILOT	\$ 2,031,100	\$ 507,775	\$ -	0%

25%

25%

20%

20%

placeholder for the parcels that are left

under construction - Jay Goff will contact

20%

20%

25%

20%

20%

20%

20%

25%

25%

\$ 213,509,232 \$ 44,189,037

Diversity Participation Report 2nd Quarter 2019
Development Projects
UNDER CONSTRUCTION

Date Approved	Last Update	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (20% Proj. Value)	Value of Project Available for Diversity Participation Completed to Date	Diversity Actual to Date	Diversity % of Project Value Completed to Date	Estimated % of Work Complete
10/13/15	8/31/18	The Citizen (Union & McLean)	Union & McLean	Belz HRP Partners	15-yr. PILOT	\$ 27,933,483	\$ 5,586,697	\$ 11,818,962	\$ 3,392,463	29%	42%
2/14/17	9/30/18	Arrive Hotel	477 S. Main St. & 484 S. Front St.	477 Memphis Hotel, LLC	15-year PILOT	\$ 7,111,632	\$ 1,422,326	\$ 481,845	\$ 237,245	49%	7%
4/15/15	6/11/18	Universal Life Building	Linden/MLK & Danny Thomas	Self Tucker Properties, LLC	10-yr. PILOT, Dev. Ln. \$325,000	\$ 4,976,241	\$ 995,248	\$ 1,910,632	\$ 1,318,404	69%	38%
8/16/17	9/30/18	The Bakery Apartments	Edge District	Gary Prosterman/PGK Properties, LLC	20-year PILOT	\$ 27,305,795	\$ 5,461,159	\$ 799,233	\$ 455,462	57%	3%
8/16/17	10/31/18	Bakery Garage	Edge District	PGK Properties, LLC	20-year PILOT	\$ 8,532,595	\$ 1,706,519	\$ 3,757,047	\$ 599,888	16%	44%
8/16/17	9/30/18	Orion Federal Credit Union HQ	400 Monroe	Orion Federal Credit Union	20-year PILOT	\$ 17,131,663	\$ 3,426,333	\$ 1,630,801	\$ 1,078,098	66%	10%
8/16/17	10/31/18	Leo Events	407/411 Monroe Ave.	River Hawk Properties (LEO Events)	20-year PILOT	\$ 2,326,968	\$ 465,394	\$ 373,936	\$ 180,647	48%	16%
3/14/18	10/31/18	Medical Arts Building	240 Madison & 251 Court Ave.	Walk-Off Properties, LLC	15-yr. PILOT	\$ 16,843,024	\$ 3,368,605	\$ 13,783,457	\$ 3,154,447	23%	82%
10/10/17	10/17/18	999 S Cooper Ave.	999 S Cooper Ave.	Focal Point Investments, LLC	11-yr. PILOT	\$ 3,241,700	\$ 648,340	\$ 2,540,735	\$ 534,800	21%	78%
4/11/18	4/30/18	Oden Marketing	158 Vance Ave.	158 Ventures LLC	8-yr. PILOT	\$ 2,082,312	\$ 416,462	\$ 1,871,986	\$ 560,864	30%	90%
						\$ 117,485,413		\$ 38,968,633	\$ 11,512,318	30%	

requested from Juan Self on 10/22/2018

Diversity Participation Report 2nd Quarter 2019

Development Projects

COMPLETED PROJECTS

Date Completed	Date Approved	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (20% Proj. Value)	Diversity Participation \$	Diversity % of Project Value
11/20/18	6/10/16	ServiceMaster-Tenant's Work	150 Peabody Place	ServiceMaster	Dev. Grant, \$1,000,000, Parking Incentive	\$ 34,077,359	\$ 6,815,472	\$ 18,266,362	54%
11/1/18	10/10/13	Sears Crosstown/ Crosstown Concourse	1350 Concourse Ave.	Crosstown, LLC	20-yr. PILOT	\$ 126,541,435	\$ 25,308,287	\$ 43,661,983	35%
10/31/18	5/2/15	Tennessee Brewery-Phase I	SE Corner of Tennessee St. & Butler Ave.	495 TN Partners	20-yr PILOT, \$5,191,125 Public Garage Financing	\$ 29,332,950	\$ 5,866,590	\$ 8,379,160	29%
9/30/18	10/14/14	266 Phase II	266 South Front	266 Developer, LLC	10-yr. PILOT, Dev. Ln. \$325,000	\$ 6,879,130	\$ 1,375,826	\$ 2,037,941	30%
9/30/18	10/14/15	South Main Artist Lofts	138 St. Paul St.	Artspace Projects, Inc.	Dev. Grant \$200,000	\$ 10,880,082	\$ 2,176,016	\$ 2,122,902	20%
10/1/17	10/14/14	266 Memphis Lofts-Phase I	266 South Front	266 Developer, LLC	10-yr. PILOT, Dev. Ln. \$325,000	\$ 6,903,667	\$ 1,380,733	\$ 2,069,363	30%
9/1/17	6/10/16	ServiceMaster-Landlord's Work	150 Peabody Place	Peabody Place Centre, GP	20-yr. PILOT Amendment	\$ 11,971,047	\$ 2,394,209	\$ 4,328,754	36%
9/1/17	6/1/16	Central Station (Commercial Parking Improvements)	South Front \$ G.E. Patterson	MATA, Turley Company & Community Capital	Dev. Grant, \$200,000	\$ 368,476	\$ 73,695	\$ 161,092	44%
7/1/16	3/16/14	South End Underpass Improvements	Underpasses at Florida, and Main	CCDC & Turley Company	Dev. Grant, \$80,000	\$ 80,000	\$ 16,000	\$ 42,903	54%
6/1/16	12/16/15	Loflin Corner	Carolina & Florida	Brad Barnett	Dev. Ln. \$47,000, S. I. Grant \$18,425	\$ 88,273	\$ 17,655	\$ 22,000	25%
6/15/17	6/9/16	ServiceMaster Technology Center	1 ServiceMaster Way	ServiceMaster	Development Grant	\$ 2,066,538	\$ 413,308	\$ 1,121,665	54%
9/23/16	6/1/16	Harahan Bridge Lighting	Harahan Bridge	Big River Crossing	Donor Conduit- DRB Approval June 1, 2017	\$ 2,680,590	\$ 536,118	\$ 552,029	21%
3/30/16	3/13/12	Printers Alley Lofts	345 South Front	Printers Alley, LLC	9.5-yr. PILOT	\$ 2,440,000	\$ 488,000	\$ 495,000	20%
12/31/15	6/12/12	Chisca Apartments	272 Main	Main Street Apartment Partners, LLC	20-yr. PILOT	\$ 26,214,783	\$ 5,242,957	\$ 8,535,119	33%
12/30/15	11/20/13	Printers Alley Lofts Annex	345 South Front	Printers Alley, LLC	9.5-yr. PILOT, Dev. Ln. \$95,000	\$ 2,025,000	\$ 405,000	\$ 652,000	32%
11/25/15	11/11/14	Merchants Row	85, 87, 91 South Second	Centdown, Ltd., L.P.	10-yr. PILOT	\$ 2,176,587	\$ 435,317	\$ 671,986	31%
11/25/15	9/9/14	South Junction Phase II	Carolina & Florida	South Junction Partners	PILOT term concurrent with remainder of Phase I term (approximately 13 years)	\$ 7,589,193	\$ 1,517,839	\$ 1,672,177	22%
12/31/14	9/10/13	Pressbox Lofts (Toof-Mural Building)	195 Madison	Left Field Properties, LLC	14.5-yr. PILOT	\$ 5,513,463	\$ 1,102,693	\$ 1,619,863	29%
12/31/14	6/13/13	South Junction Phase I	Carolina & Florida	South Junction Partners	15-yr. PILOT	\$ 14,437,810	\$ 2,887,562	\$ 3,808,449	26%
3/1/14	1/8/13	The James Lee House Bed & Breakfast	690 Adams	The James Lee House, LLC	10-yr. PILOT, Dev. Ln. \$130,000	\$ 1,872,444	\$ 374,489	\$ 434,448	23%
7/15/13	4/13/10	436 South Front	436 South Front	Greenbrier Partners, LLC	10-yr. PILOT, Dev. Ln. \$77,000	\$ 2,187,000	\$ 437,400	\$ 1,640,000	75%
6/18/13	3/13/12	A. Schwab	163-165 Beale	A. Schwab Real Estate Company, LLC	Dv. Ln. \$66,000	\$ 271,753	\$ 54,351	\$ 64,500	24%
12/31/12	9/21/11	492 South Second	492-500 South Second	Peri Motamedi	Dv. Ln. \$63,228	\$ 104,936	\$ 20,987	\$ 49,379	47%
9/30/12	8/19/10	One Commerce Square/Pinnacle	40 South Main	Memphis Commerce Square Partners, LLC	20-yr. PILOT	\$ 13,823,065	\$ 2,764,613	\$ 3,962,855	29%
6/30/12	1/26/11	115 Union	115 Union Ave.	115 Union, LLC	10-yr. PILOT; Dv. Ln. \$101,000	\$ 2,746,135	\$ 549,227	\$ 779,728	28%
3/1/12	8/10/11	Leadership Memphis/361 South Main St.	361 South Main St.	Lawrence Migliara	Dv. Ln. \$56,000; Office Occupancy Grant \$5,000	\$ 160,694	\$ 32,139	\$ 44,573	28%
2/29/12	4/14/09	Grand Island Apartments	Island Drive, Mud Island	Grand Island, LLC	10-yr. PILOT	\$ 10,784,886	\$ 2,156,977	\$ 2,263,146	21%
2/20/12	11/10/10	Van Vleet Flats	122 Gayoso	109 South Second Street Partnership	13-yr. PILOT	\$ 6,265,757	\$ 1,253,151	\$ 1,554,450	25%
6/30/11	12/17/08	581 North Third	581 North Third	Uptown Investments, LLC	Dv. Ln. \$68,380	\$ 110,000	\$ 22,000	\$ 98,529	90%
4/7/11	4/21/10	77 South Main/85 Union	77 South Main/85 Union	Union Main Holdings, LLC	Dv. Ln. \$200,000	\$ 1,238,521	\$ 247,704	\$ 247,372	20%
12/15/10	9/7/07	Frix Properties	59 South Main St.	Carey W. Frix	15-yr. PILOT	\$ 1,083,592	\$ 216,718	\$ 329,336	30.4%

ServiceMaster moved over from Under Construction

Crosstown moved over from Under Construction

Brewery Phase I moved over from Under Construction

266 Memphis Lofts - Phase II moved over from Under Construction

ArtSpace moved over from Under Construction

Date Completed	Date Approved	Project Name	Address	Developer	Incentive	Project Value Available for Diversity Participation	Diversity Target (20% Proj. Value)	Diversity Participation \$	Diversity % of Project Value
9/30/10	1/20/10	Memphis College of Art (includes recently completed parking lot)	477 South Main St.	Memphis College of Art	Dv. Ln. \$180,000; Retail Forgivable Ln. \$40,000; Façade Grant \$30,000; Dv. Grant \$200,000	\$ 2,459,400	\$ 491,880	\$ 302,762	12%
9/30/10	4/13/10	Carlisle Hotels, Inc Office Building	263 Wagner Place	Carlisle Hotels, Inc.	6-yr. PILOT, Office Occupancy Grant-\$20,000	\$ 1,294,290	\$ 258,858	\$ 5,041	0.4%
9/22/10	5/19/10	Memphis College Prep Charter School (MCP)	278 Greenlaw	MCP	Dv. Ln. \$200,000	\$ 271,953	\$ 54,391	\$ 173,906	64%
9/21/10	8/8/08	Barboro Flats & Garage	100 S. Main St.	Green Hat Partners, LLC	15-yr. PILOT	\$ 13,937,202	\$ 2,787,440	\$ 3,115,809	22%
9/13/10	3/7/07	Harbor View	1513 N. Second St.	James Smith, Harbor View Properties, Inc.	15-yr. PILOT	\$ 12,845,234	\$ 2,569,047	\$ 2,923,201	23%
8/15/10	6/7/09	456 Tennessee St.	456 Tennessee St.	Woodard Properties	Dv. Ln. \$90,000	\$ 311,370	\$ 62,274	\$ 48,139	15%
4/19/10	5/5/07	Streetscape Phase II	Main, Jefferson, and N Court	Center City Commission, C/O Ritchie Smith Associates	N/A	\$ 558,570	\$ 111,714	\$ 122,277	22%
3/31/10	7/7/08	Marriott Courtyard	Main St. at Jefferson Ave.	THG Jefferson, LLC C/O Greg Averbuch	20-yr. PILOT	\$ 14,732,800	\$ 2,946,560	\$ 5,175,530	35%
3/29/10	8/6/08	Legends Park Commercial I	Poplar & Ayers	Legends Park Commercial I, LP, C/O McCormack Baron Salazar	15-yr. PILOT	\$ 5,927,578	\$ 1,185,516	\$ 1,588,109	27%
3/24/10	6/26/08	58-62 S. Main	58-62 S. Main	Downtown Developers, LLC	15-yr. PILOT	\$ 5,700,000	\$ 1,140,000	\$ 1,272,411	22%
2/1/10	4/15/09	The Influence 1 Foundation	665 Madison Ave.	The Influence 1 Foundation	Dv. Ln. \$54,000	\$ 166,300	\$ 33,260	\$ 149,000	90%
12/30/09	4/6/07	67 Madison Ave.	67 Madison Ave.	EFO Residential Partners, LLC	15-yr. PILOT	\$ 27,954,000	\$ 5,590,800	\$ 7,001,200	25%
12/14/09	5/5/05	Court Square Center	110 N Court, 60 N Main, & 66 N Main	CGI Partners Court Square Center, LLC	15-yr. PILOT (2)	\$ 27,747,554	\$ 5,549,511	\$ 5,849,761	21%
12/1/09	3/11/08	8 South Main	8 South Main	Eight South Main, LLC	6-year PILOT, Dev. Ln. \$52,000 (applicant declined loan)	\$ 603,266	\$ 120,653	\$ 421,030	70%
8/4/09	5/20/09	291 Greenlaw	291 Greenlaw	Dwaine Quarells	Dv. Ln. \$49,000	\$ 51,000	\$ 10,200	\$ 51,000	100%
8/1/09	5/21/08	321 South Main St.	321 South Main St.	Walter M. Pepper	Dev. Ln. \$49,000	\$ 70,763	\$ 14,153	\$ 15,214	21%
3/11/09	11/7/07	831 Danny Thomas Blvd.	831 Danny Thomas Blvd.	Michael Stone Investment Group	Dev. Ln \$47,000	\$ 47,000	\$ 9,400	\$ 24,150	51%
3/11/09	10/7/09	91 South Front St.	91 South Front St.	91 Cotton Row, LLC	10-yr. PILOT, Dev. Ln. \$66,000	\$ 1,191,109	\$ 238,222	\$ 293,000	25%
3/10/09	11/8/09	267 Greenlaw	267 Greenlaw	Dwaine Quarells	Dev. Ln. \$29,935	\$ 29,935	\$ 5,987	\$ 29,935	100%
1/12/09	11/1/04	First Tennessee Building	165 Madison Ave.	FT Building, LLC	15-yr. PILOT	\$ 36,877,000	\$ 7,375,400	\$ 8,394,754	23%
11/14/08	9/7/07	73 Monroe Ave.	73 Monroe Ave.	Mr. & Mrs. Nelson McCoy	10-yr. PILOT Dev. Ln. \$54,000	\$ 337,000	\$ 67,400	\$ 83,300	25%
8/26/08	8/6/06	66 South Main St.	66 South Main St.	Green Hat Partners, LLC	15-yr. PILOT	\$ 2,015,740	\$ 403,148	\$ 506,721	25%
8/26/08	2/7/07	431 S. Main St.	431 S. Main St.	Donald L. Estes, Estes, LLC	11-yr. PILOT	\$ 488,500	\$ 97,700	\$ 148,546	30%
2/20/08	11/5/05	Featherstone Real Estate Centre	95 S. Main St., Suite 102	Billy D. Featherstone	Dev. Ln. \$62,000	\$ 389,000	\$ 77,800	\$ 62,000	16%
1/16/08	11/7/07	267 Greenlaw	267 Greenlaw	Dwaine Quarells	Dev. Ln. \$60,065	\$ 60,065	\$ 12,013	\$ 60,065	100%
2/12/07	6/6/06	River Bend Place Apartments	668 North Main St.	VOB Development, LLC	10-yr. PILOT	\$ 3,812,075	\$ 762,415	\$ 803,283	21%
1/15/07	2/6/06	Downtown Memphis Wayfinding Program	Downtown Memphis	Center City Commission	N/A	\$ 497,204	\$ 99,441	\$ 158,922	32%
9/27/06	2/1/05	Main Street Flats	99-105 S. Main St.	99-105 S. Main LP	15-yr. PILOT Dev. Ln. \$329,000	\$ 3,960,000	\$ 792,000	\$ 1,306,389	33%
9/27/06	5/1/05	95 S. Main St.	85-95 S. Main St.	95 S. Main St. Partnership	Dev. Ln. \$90,000	\$ 2,350,000	\$ 470,000	\$ 520,316	22%
9/27/06	9/5/05	429 N. Main St	429 N. Main St.	Pinch Offices, LLC	Dev. Ln. \$49,000 10-yr. PILOT	\$ 518,155	\$ 103,631	\$ 85,160	16%
Totals						\$ 500,119,229	\$ 100,023,846	\$ 152,379,995	30%

Diversity Participation Report 2nd Quarter 2019
Development Projects
BUSINESS & GRANT PROJECTS

Date Approved	Incentive Closed (Y/N/N/A)	Business Name	Address	Owner	W/MBE Status	Incentive(s)	*Available for Diversity Participation	Diversity Participation	Diversity %	Date Updated
10/17/2018	N	November 6 Investments	64 S. Main St.	Gabe Valasquez	MBE	Development Loan - \$200,000	\$ 1,838,416.00	\$ -	0%	in progress; not due until complete
10/17/2018	N	Carpenter Law Firm	386 Beale St.	Charles Carpenter	MBE	Exterior Improvement Grant - \$61,015	\$ 122,030.00	\$ -	0%	in progress; not due until complete
9/19/2018	N	Karen Adams Design	647 Madison Ave.	Karen Adams	WBE	Development Loan - \$200,000; Ext Impr Grant - \$60,000	\$ 1,060,800.00	\$ -	0%	in progress; not due until complete
8/15/2018	N	Slider Inn	363 Mulberry	Aldo Dean	WOB	Exterior Improvement Grant - \$60,000	\$ 122,915.00	\$ -	0%	in progress; not due until complete
8/15/2018	N	226-236 S. Lauderdale	226-236 S. Lauderdale	Jonathan Thomas	MBE	Development Loan - \$200,000; Ext Impr Grant - \$59,725	\$ 407,715.00	\$ -	0%	in progress; not due until complete
6/20/2018	N	Comeback Coffee	358 N. Main St.	Hayes & Amy McPherson	??	Exterior Improvement Grant - \$58,832	\$ 117,664.00	\$ -	0%	in progress; not due until complete
5/9/2018	N	Edge Motor Museum	645 Marshall Ave.	Richard Vining	WOB	Exterior Improvement Grant - \$60,000	\$ 132,754.00	\$ -	0%	in progress; not due until complete
4/18/2018	N	Hotel Indigo	22 N. BB King	Matt White-22 North Third, LLC	??	Exterior Improvement Grant - \$80,000	\$ 180,000.00	\$ -	0%	in progress; not due until complete
2/21/2018	N	11 W Huling	11 W Huling	Doug Carpenter	WOB	Exterior Improvement Grant - \$44,941 Development Loan - \$100,000	\$ 193,790.00	\$ -	0%	in progress; not due until complete
2/21/2018	N	115 Union Ave.	115 Madison	The Pocket, LLC	MBE	Exterior Improvement Grant - \$23,376	\$ 50,673.00	\$ -	0%	in progress; not due until complete
1/17/2018	N	1 S Main	1 S Main	Michael Kitchen	WOB	Exterior Improvement Grant - \$100,000	\$ 250,754.00	\$ -	0%	in progress; not due until complete
11/15/2017	N	105 Madison Ave.	105 Madison Ave.	Carl Winfield	MBE	Exterior Improvement Grant - \$9274	\$ 18,549.00	\$ -	0%	in progress; not due until complete
10/18/2017	N	149 Madison Ave.	149 Madison Ave.	Charles Cavallo	WOB	Exterior Improvement Grant - \$28,000	\$ 59,341	\$ 14,017	24%	9/27/2018
7/19/2017	Y	The Marshall	672 Marshall	Austin MacGruder	WOB	Exterior Improvement Grant - \$60,000	\$ 148,015	\$ 29,123	20%	8/23/2018
7/19/2017	N	55 S. Main St.	55 S. Main St.	Janice Holder	WBE	Exterior Improvement Grant - \$73,416				requested from Janice Holder on 10/23/18
7/19/2017	N	26 S Main St.	26 S Main St.	Dana Gabrion	WBE	Exterior Improvement Grant - \$100,000	\$ 470,947	\$ -	0%	in progress; not due until complete
6/21/2017	Y	Wunderlich	1 Commerce Square	Gary Wunderlich	WOB	Office Grant - \$100,000	\$ 1,748,360	\$ 510,647	29%	4/30/2018
6/21/2017	N	47 & 51 S Main St.	47 & 51 S Main St.	Nat Newburger	WOB	Exterior Improvement Grant - \$150,000	\$ 300,000	\$ -	0%	in progress; not due until complete
8/15/2018; 3/15/2017	N	Allworld Project Management	60 N B.B. King Blvd.	Allworld Project Management, LLC	MBE	Exterior Improvement Grant - \$80,000; Development Loan - \$178,290	\$ 1,050,172	\$ -	0%	in progress; not due until complete
3/15/2017	Y	134 & 141 E. Carolina Ave.	134 & 141 E. Carolina Ave.	Carolina, LLC	WOB	Exterior Improvement Grant - \$57,550	\$ 113,244	\$ 27,100	24%	
2/15/2017	N	119 Madison	119 Madison	Chris Pardo	WOB	Exterior Improvement Grant - \$80,000	\$ 178,780	\$ -	0%	in progress; not due until complete
10/12/2016	Y	Arnold's BBQ	320 Monroe	Mike Todd	MBE	Exterior Improvement Grant - \$29,512	\$ 57,459	\$ 32,240	56%	
9/21/2016	Y	Sugar Services	15 W G.E. Patterson	South End Alliance	WOB	Special Grant Request - \$23,600	\$ 23,600	\$ 8,600	36%	12/12/2017
8/17/2016	N	Malco Cinema (Powerhouse Bldg)	G.E. Patterson & Front St.	Memphis Area Transit Authority (MATA)	WOB	Storefront Improvement Grant - \$125,000	\$ 780,000	\$ 139,195	18%	10/29/2018
5/18/16	Y	Ghost River	827 S. Main St	Boscoss, RE, LLC	WOB	Storefront Improvement Grant- \$66,455	\$ 138,255	\$ 127,281	92%	
12/16/15	Y	Loflin Corner	Carolina & Florida	Loflin, LLC	WOB	Storefront Improvement Grant- \$18,425	\$ 36,850	\$ 8,000	22%	11/3/2017
11/18/15	Y	Gould's Salons, Inc.	77 South Main St.	Gould Salons, Inc.	WOB	Storefront Improvement Grant- \$21,810	\$ 43,621	\$ 8,600	20%	
10/14/15	Y	Facing History & Ourselves	115 Huling Ave.	Facing History & Ourselves	WOB	Storefront Improvement Grant- \$8,478	\$ 21,124	\$ 3,518	17%	
5/20/15	Y	Exercrise Unlimited	387 South Front St.	Danny Snyder	WOB	Storefront Improvement Grant- \$4,907	\$ 11,401	\$ 8,103	71%	
2/18/15	Y	Second Street Shoppers	99 South Second St. Suite B	Amin Lakhani	MBE	Storefront Improvement Grant- \$15,404	\$ 33,226	\$ 6,661	20%	
2/18/15	Y	Quench Wine & Spirits	99 South Second St. Suite A	Hamida Mandani	WBE	Storefront Improvement Grant- \$23,945	\$ 47,341	\$ 9,738	21%	
10/15/14	Y	Rizzo's Diner	492 South Main St.	Rizzo's Diner, LLC	WOB	Storefront Improvement Grant- \$12,450	\$ 139,829	\$ 95,212	68%	
10/15/14	Y	High Cotton Brewing	598 Monroe Ave.	High Cotton Brewing Company, LLC	WOB	Storefront Improvement Grant- \$50,000	\$ 108,476	\$ 14,179	13%	
4/16/14	Y	Stock & Belle	387 South Main St.	CrazyBeautiful Clothing, LLC	WBE	Storefront Improvement Grant- \$18,475	\$ 29,399	\$ 7,000	24%	
3/19/14	Y	Stock & Belle	387 South Main St.	CrazyBeautiful Clothing, LLC	WBE	Retail Forgivable Loan- \$40,000	\$ 40,705	\$ 34,243	84%	
3/19/14	Y	Botto Jewelry Market	43 South Main St.	Tony Botto	WOB	Storefront Improvement Grant- \$5,310	\$ 10,620	\$ 8,620	81%	

Date Approved	Incentive Closed (Y/N/A)	Business Name	Address	Owner	W/MBE Status	Incentive(s)	*Available for Diversity Participation	Diversity Participation	Diversity %	Date Updated
10/16/13	Y	Book Juggler	548 South Main St.	South Main Book Juggler, LLC	WBE	Storefront Improvement Grant- \$3,814	\$ 7,367	\$ 787	11%	
11/9/12	Y	International Children's Heart Foundation	80 Monroe Ave.	International Children's Heart Foundation	WOB	Office Occupancy Grant- \$15,000	\$ 40,400	\$ 17,366	43%	
11/9/12	Y	Somerset Apt. Management, LLC	65 Union Ave., 10th Floor	Somerset Apt. Management, LLC	WOB	Office Occupancy Grant- \$6,250	\$ 17,550	\$ 4,214	24%	
9/19/12	Y	Life is good	100 Peabody Place, Ste. 175	Kelly Smith	WBE	Façade Grant- \$6,922	\$ 19,636	\$ 9,624	49%	
3/21/12	Y	Aldo's Pizza Pies	100 South Main St., Suite 101	Aldo DeMartino, PAC APP, LLC	WOB	Façade Grant- \$28,498	\$ 70,500	\$ 500	1%	
2/15/12	Y	Life is good	100 Peabody Place, Ste. 175	Kelly Smith	WBE	Retail Forgivable Loan- \$40,000	\$ 98,000	\$ 14,400	15%	
11/16/11	Y	S2N Design	516 Tennessee St.	Michael Nunn	WOB	Façade Grant- \$5,000	\$ 41,983	\$ 12,238	29%	
10/19/11	Y	Shop Girl New York	515 South Main St.	Tamara Sorman	WBE	Retail Forgivable Loan- \$40,000	\$ 12,512	\$ 8,312	66%	
9/21/11	Y	APG Office Furniture	100 South Main St.	Connie Goins	WBE	Façade Grant- 3,437	\$ 10,311	\$ -	0%	
8/17/11	Y	Leadership Memphis	119 South Main St.	Leadership Memphis	WOB	Office Occupancy Grant- \$5,000	\$ 160,694	\$ 44,573	28%	
5/18/11	Y	APG Office Furniture	100 South Main St.	Connie Goins	WBE	Retail Forgivable Loan- \$40,000	\$ 211,548	\$ 46,464	22%	
5/18/11	Y	Prachaska, Thompson, Quinn & Ferraro, P.C.	50 North Front St., Ste. 845	Harris P. Quinn, Principal	WOB	Office Occupancy Grant- \$3,326	\$ 8,915	\$ 7,940	89%	
4/20/11	Y	K'PreSha	323 South Main St.	Kimberly Taylor	WBE	Retail Forgivable Loan- \$40,000 &	\$ 81,607	\$ 17,014	21%	
4/20/11	Y	Archer Malmo/TMB Marketing	65 Union Ave.	Archer Malmo	WOB	Office Occupancy Grant- \$12,500	\$ 64,270	\$ 13,606	21%	
1/19/11	Y	St. Blues Guitar Retail Store	645 Marshall Ave.	Brian Eagle III, CEO	WOB	Retail Forgivable Loan- \$40,000	\$ 44,640	\$ 9,859	22%	
12/3/10	Y	St. Blues Guitar Retail Store	645 Marshall Ave.	Brian Eagle III, CEO	WOB	Façade Grant- \$17,000	\$ 34,000	\$ 6,671	20%	
12/3/10	Y	Le Bonheur Community Health and Well-Being	50 Peabody Place, Stes. 255 & 355	Methodist Healthcare	WOB	Office Occupancy Grant- \$15,000	\$ 30,640	\$ 9,346	31%	
12/3/10	N/A	Pinnacle Airlines, Inc.	One Commerce Square	Pinnacle Airlines, Inc.	WOB	Office Occupancy Grant- \$195,000	\$ 12,943,848	\$ 3,743,686	29%	
10/20/10	Y	Brass Door Irish Pub	152 Madison Ave.	Seamus Loftus & Scott Crosby	WOB	Retail Forgivable Loan- \$40,000 & Façade Grant- \$30,000	\$ 410,820	\$ 1,500	0.4%	
8/8/10	Y	Aldo's Pizza Pies	100 South Main St., Suite 101	Aldo DeMartino	WOB	Retail Forgivable Loan- \$40,000	\$ 352,198	\$ 38,212	11%	
7/21/10	Y	Service Master by Stratos	62 North Main St.	Stacy L. McCall	WBE	Office Occupancy Grant- \$15,000	\$ 542,942	\$ 2,050	0.4%	
7/21/10	Y	SMART Schools, Inc.	110 North Court St.	Tommy Henderson	MBE	Office Occupancy Grant- \$5,000	\$ 331,108	\$ -	0%	
7/21/10	Y	Le Bonheur Community Health and Well-Being	50 Peabody Place	Methodist Healthcare	WOB	Office Occupancy Grant- \$75,000	\$ 229,000	\$ 84,556	37%	
7/21/10	Y	Trestle Capital Partners, LLC	60 South Main St. Ste. 102	Joe Battaile, Jr.	WOB	Office Occupancy Grant- \$7,500	\$ 40,000	\$ 9,218	23%	
6/16/10	Y	Hoot + Louise	515 South Main St.	Anna Avant	WBE	Retail Forgivable Loan- \$26,621 & Façade Grant- \$1,750	\$ 7,939	\$ -	0%	
5/19/10	Y	Sache Design	525 South Main St.	John Sylvester & Eric Evans	WOB	Retail Forgivable Loan- \$40,000	\$ 14,743	\$ 2,955	20%	
4/21/10	Y	Powers Hill Design, LLC	80 Monroe Ave.	Nisha Powers	WBE	Office Occupancy Grant- \$7,500	\$ 12,000	\$ -	0%	
4/21/10	Y	Thompson & Co.	85 Union Ave.	Michael H. Thompson	WOB	Office Occupancy Grant- \$15,000	\$ 462,864	\$ 96,206	21%	
4/21/10	Y	Automatic Slim's	83 South Second St.	Sandy Robertson	WBE	Retail Forgivable Loan- \$30,000	\$ 14,000	\$ -	0%	
3/17/10	Y	Christine by Shelton Clothier	119 South Main St.	Thomas and Christine Shelton	WOB	Retail Forgivable Loan- \$40,000	\$ 5,000	\$ -	0%	
3/17/10	Y	City Market	66 South Main St.	Hamida Pirani	MBE	Retail Forgivable Loan- \$40,000, Façade Grant-	\$ 133,670	\$ 15,660	12%	
2/17/10	Y	T. Clifton Harviel, Barry J. McWhirter,	Court Square Center	Lawyers Association	WOB	Office Occupancy Grant- \$7,500	\$ 85,000	\$ -	0%	
1/20/10	Y	Charlotte Fine Jewelry	526 South Main St.	Sarah Worden	WBE	Retail Forgivable Loan- \$40,000	\$ 20,000	\$ -	0%	
12/16/09	Y	Rentrop & Geater Family & Occupational Medicine	95 South Main St., Ste. 102	Barbara Geater, MD	WBE	Office Occupancy Grant- \$7,500	\$ 66,000	\$ 2,000	3%	
10/21/09	Y	Eel Etc.	333 Beale St.	James L. Clark	MBE	Retail Forgivable Loan- \$19,076	\$ 5,000	\$ -	0%	
9/16/09	Y	Delphinium	107 GE Patterson	Leslie Lawhon	WBE	Retail Forgivable Loan- \$14,038	\$ 1	\$ -	0%	
9/16/09	Y	Sauces	95 South Main St.	Jeff Johnson	WOB	Retail Forgivable Loan- \$30,000	\$ 2,300	\$ -	0%	
8/19/09	Y	Sneak Peek	515 South Main St.	Kevin Brumfield	MBE	Retail Forgivable Loan- \$17,460	\$ 6,000	\$ -	0%	
8/19/09	Y	More Space Place	545 South Main	Karen Shrader & Rae Morgan	WBE	Retail Forgivable Loan- \$13,110	\$ 1	\$ -	0%	
7/15/09	Y	Mollie Fontaine Lounge	679 Adams Ave.	Karen Blockman Carrier	WBE	Retail Forgivable Loan- \$30,000	\$ 12,000	\$ -	0%	
7/15/09	Y	I-C-Bargains (ICBs)	651 Jefferson St.	Discount Sales Inc.	WOB	Retail Forgivable Loan- \$22,081	\$ 1	\$ -	0%	
5/20/09	Y	Muse Inspired Fashion	517 South Main St.	Lisa Doss	WBE	Retail Forgivable Loan- \$30,000	\$ 2,000	\$ -	0%	
4/15/09	Y	Art Under a Hot Tin Roof	117 Main St.	Kat Semrau	WBE	New Retail Forgivable Loan- \$35,000 & Façade	\$ 5,443	\$ -	0%	

Totals							\$ 26,745,276.35	\$ 5,311,034.11	20%	this includes denominator of projects not started yet
							\$ 20,249,317.35	\$ 5,311,034.11	26%	this reflects projects that have costs paid to date

DMC and Related Entities - Actual Expenditures *
FY19 (July 1, 2018 to November 26, 2018)

	Total Spending	Minority Spend	
Operations	306,446	139,493	46%
Professional Fees	301,180	10,750	4%
Marketing/Productions	267,808	75,517	28%
Planning/Development	262,421	97,848	37%
Parking	187,652	-	0%
Office	125,022	41,612	33%
	1,450,529	365,220	25%

*Excludes taxes, interest, utilities, City garage rent, depreciation and salaries.