

An aerial photograph of Memphis, Tennessee, at dusk. The city skyline is visible in the background with various skyscrapers and buildings. In the foreground, there are lower-rise buildings, including a prominent red brick building and a modern multi-story building. The sky is a mix of blue and orange from the setting sun. Overlaid on the image is a large, bold, red logo that reads "EDC".

EDC

**ECONOMIC DEVELOPMENT
GROWTH ENGINE
FOR MEMPHIS & SHELBY COUNTY**

Our Mission

BOOST
INDUSTRIAL
DEVELOPMENT

ACCELERATE
NEIGHBORHOOD
REVITALIZATION

FOSTER
REGIONAL ECONOMIC
DEVELOPMENT
COLLABORATION

BOLSTER
SMALL BUSINESS
EXPANSION

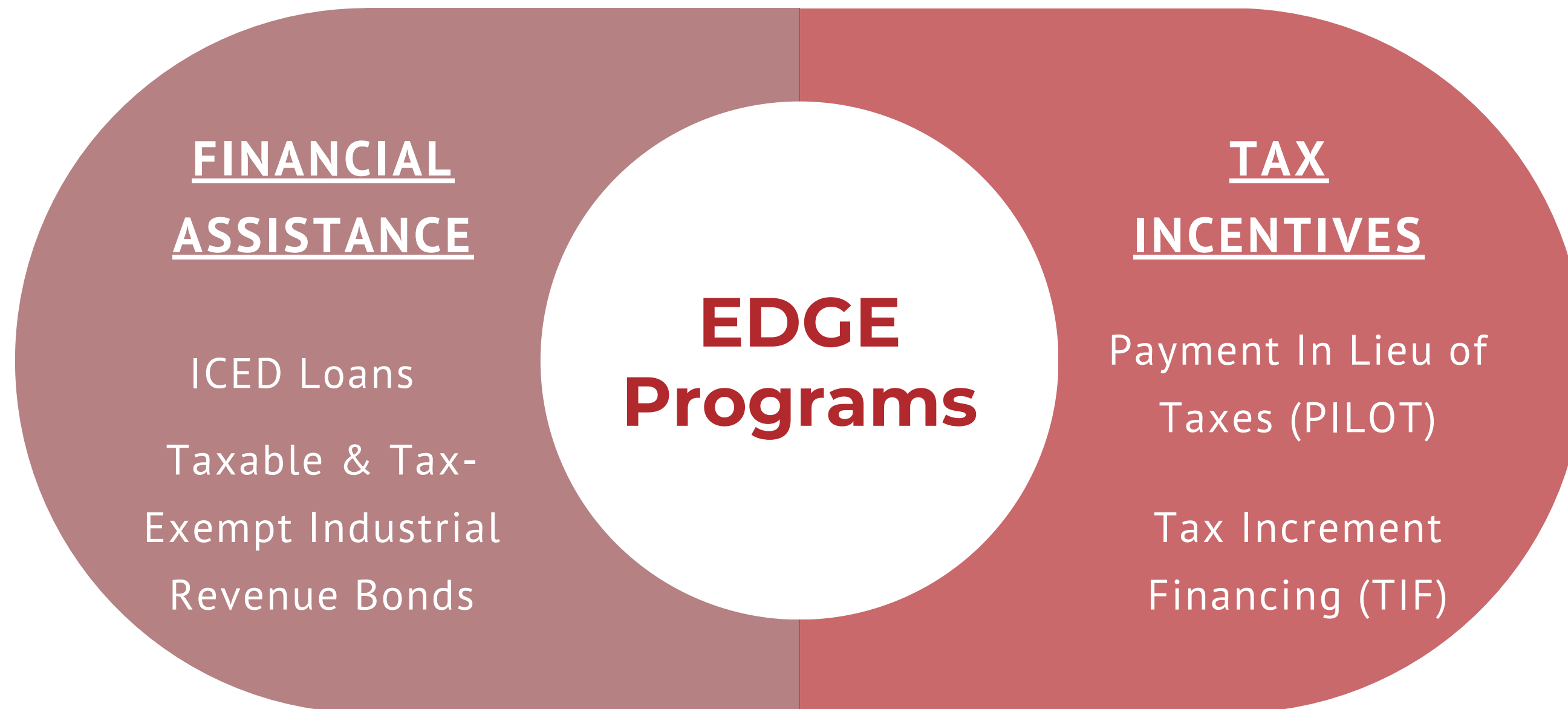


EDGE Board Strategic Priorities

Core Strategic Area	Highlight	Subcategorites	Proposed Tactics
Economic Impact	<ul style="list-style-type: none">Tracking impact to date through data points and documenting clients	<ul style="list-style-type: none">PILOTsBuild/ICED LoansWMBENew jobsOther	<ul style="list-style-type: none">Clearly articulate that PILOT plays a crucial role in supporting the community and impacting small businesses
Incentive Opportunities	<ul style="list-style-type: none">Growth and diversification of programs and services	<ul style="list-style-type: none">Listen, act, engageDevelopment of best practicesModeling peer cities success	<ul style="list-style-type: none">Survey business community and site selectors on incentive needsDevelop legislative partnershipsVisit peer citiesAcquire local and national coverage from industry experts & practitioners
Partnership Opportunities	<ul style="list-style-type: none">Leveraging economic development partnerships locally, regionally, statewide, and nationally	<ul style="list-style-type: none">Collaboration and partnershipAlignment of goals and missionsCross promotion of services and programs	<ul style="list-style-type: none">Proactively identify partnership opportunities with supportive agenciesAlign strategically with IDBsDevelop collaborative partnerships with suburban chambersLeverage the Port of Memphis
Outreach Opportunities	<ul style="list-style-type: none">Awareness and visibility	<ul style="list-style-type: none">Community focused outreach and marketingPublic and elected official education	<ul style="list-style-type: none">Develop ongoing elected official engagement planHost and participate in community engagement events

OUR TOOL BOX

EDGE brings together public and private entities to create new opportunities for economic advancement and prosperity. Our business assistance programs are segmented in two ways.



**2025 Goal: Expand Tool Box*

PROGRAMS & ACTIVITIES

TAX INCENTIVES

Payment-In-Lieu-Tax (PILOT)
Tax-Increment-Financing (TIF)
Foreign-Trade-Zone (FTZ) 77

PORT OPERATIONS

Public dock and terminal
Maintenance and Dredging
Management of President's Island &
Frank C. Pidgeon Industrial Park

RESEARCH

Grant Writing
Market Analysis
Economic Development Tech Assistance

FINANCING

Industrial Revenue Bonds
Inner City Economic Development Loans
TNEDC Grants Conduit
C-PACER Administrator

SMALL BUSINESS TECH ASSISTANCE

SBA Emerging Leaders
Tennessee Small Business Development
Center Partner



EQUITABLE LENDING PROGRAMS: COLLABORATION

STRATEGIC PARTNERSHIPS

- Financial institutions
- Community development organizations
- Philanthropic foundations
- Technical assistance providers



RISK DIVERSIFICATION

- Spreading risk across multiple stakeholders to reduce financial exposure
- Creates a more sustainable lending program
- Enhances scalability
- Shared goals and mutual accountability drive success

IMPACT AREAS



JOBS



INCOME



TAX BASE



**MWBE/
LOSB FIRMS**



**SUSTAINABLE,
HEALTHY
COMMUNITIES**

TRADITIONAL EDGE PROJECTS

OFFICE/HEADQUARTERS

- AutoZone
- FedEx Logistics
- International Paper
- Pandrol USA
- Sylvamo

MANUFACTURING

- Carhartt
- Hyosung
- JM Smucker
- Nucor Steel
- Onyx Medical
- WM Barr

DISTRIBUTION

- Amazon
- International Distributors USA
- Hollywood Feed
- Nike
- Patterson Warehouses
- Performance Food Group
- UPS

NON-TRADITIONAL EDGE PROJECTS

NEIGHBORHOOD REVITALIZATION

- Binghampton Gateway Center
- Northside Renaissance
- SuperLo Foods
- Inner City ED Loans

RESIDENTIAL AND MIXED-USE

- 1544 Madison
- Link Apartments on Broad Avenue
- Madison and McLeans
- Thrive at the Park
- Water to Wine

OTHER TYPES

- Ampro, LLC
- IKEA
- Overton Square Hotel dba The Memphian
- William R. Moore College of Technology

FUNDING IN ACTION



100 N. MAIN



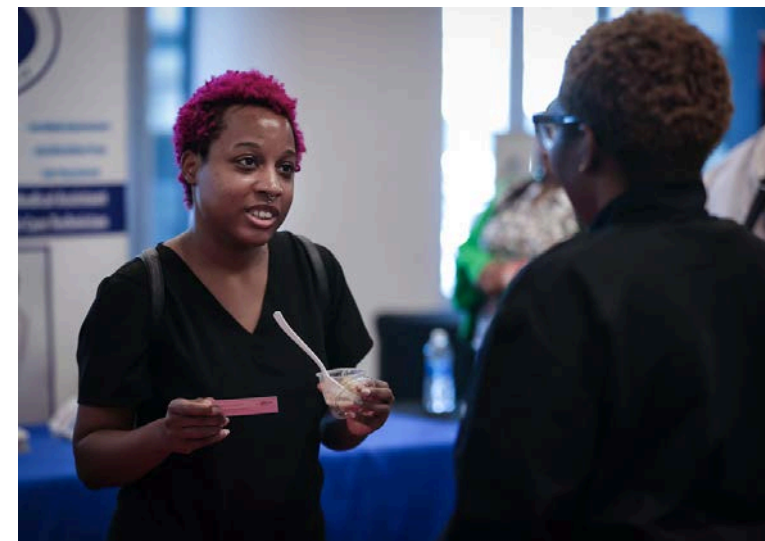
STERICK BUILDING



NORTHSIDE SQUARE

EDGE INNER CITY ECONOMIC DEVELOPMENT (ICED) LOAN PROGRAM

- Forgivable loan
- Max \$25,000
- 50% match
- NMTC eligible areas
- Facades and other rehabilitation projects
- Capitalized with fees on PILOT Projects
- Impact: Invested ~\$9 million

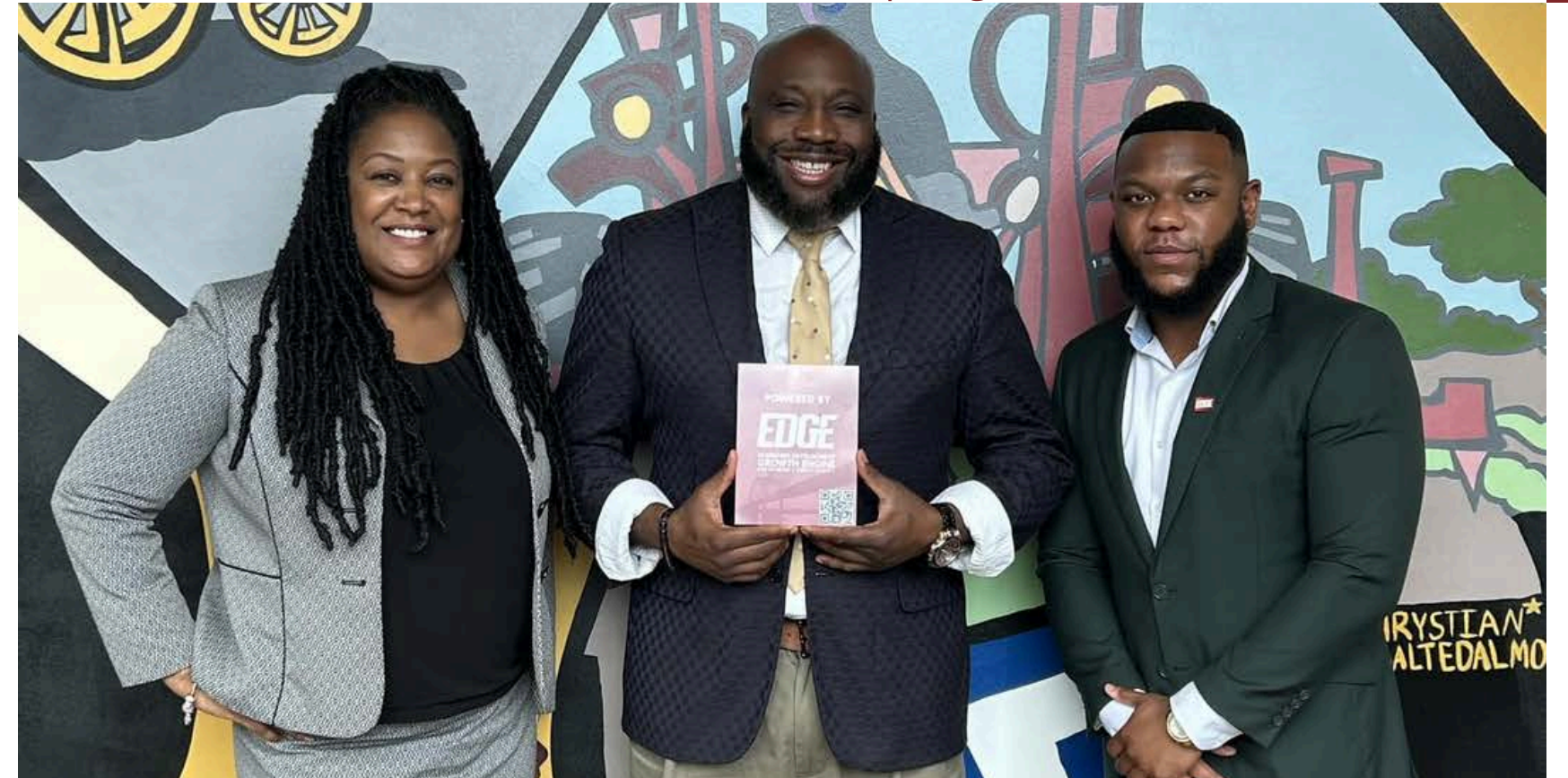


ICED LOAN REVIEW: 2024

Pictured: Envy Chic Couture & Hard Times Delicatessen owners



Pictured: The Grilled Asparagus owner



- **18** approved ICED loans in 2024
- Over **\$400,000** funded
- Funded local businesses ranging from restaurants, clothing stores, automotive service companies, etc.

EDGE COMMUNITY BUILDER PILOT (PAYMENT-IN-LIEU-OF-TAXES) PROGRAM

- **Focuses on investment in distressed neighborhoods within New Markets Tax Credit Census Tracts in Memphis and Shelby County**
- **Provides a 10-year, 75% tax abatement, covering 25% of construction costs and 15% of PILOT savings**
- **Targets projects that align with broader goals of community development and economic revitalization in historically underserved areas**
- **Does not set specific requirements for capital investment or job creation, prioritizing neighborhood revitalization instead**

EDGE APPROVED PILOTS BY INDUSTRY

(2017-PRESENT)



Corporate
Headquarters

Distribution &
Manufacturing

Residential

Other

ACTIVE COMMUNITY BUILDER PILOTS

Northside
Renaissance
Development

3393 Summer
Avenue

Superlo
Foods

Pandrol
USA

Southgate
Center

William R.
Moore College
of Technology

JD USA Shopping
Center DBA The
Whitehaven
Landing

Frayser
Gateway

Neighborhood
Docs

Binghampton
Gateway
Center

MLB Uptown

TOTAL:
11

COUNCIL OF DEVELOPMENT FINANCE AGENCIES

2024 OUTSTANDING
LOCAL DEVELOPMENT
FINANCE AGENCY
WINNER



2023 PILOT Portfolio Update



ECONOMIC DEVELOPMENT
GROWTH ENGINE
FOR MEMPHIS & SHELBY COUNTY

PILOT Portfolio Update

	Jobs		Average Wage		Capital Investment		MWBE/LOSB	
2023	Committed	Achieved	Committed	Achieved	Committed	Achieved	Committed	Achieved
Active: In Ramp-up	2,307	2,353	\$1,023,096	\$1,070,120	\$624,415,321	\$428,457,982	\$122,520,438	\$49,065,538
Active: Post Ramp-up	17,149	26,956	\$3,402,727	\$4,892,275	\$3,400,472,052	\$4,736,019,430	\$493,467,506	\$567,968,759
Total	19,483	29,309	\$4,425,823	\$5,962,395	\$3,824,887,373	\$5,164,477,412	\$615,987,944	\$617,034,297

Beginning in 2020, EDGE no longer includes Community Reinvestment Credit as part of Capital Investment.

Jobs

Companies that outperformed their jobs commitments by at least 50%



Wages

Companies that outperformed their wages commitments by at least 50%



Capital Investment

Companies that outperformed their capital investment commitments by at least 50%



Local Business Participation (LBP)

Companies that outperformed their LBP commitments by at least 50%



Rescored PILOTs

- ▶ 1 PILOT found to be in default
- ▶ No other defaults

2011-2023 Diversity Spend



ECONOMIC DEVELOPMENT
GROWTH ENGINE
FOR MEMPHIS & SHELBY COUNTY

EDGE PILOT Recipient Spending with MWBEs/LOSBs | 2011-2023

Spending with Certified Women, Minority, and Local Companies

Expected Spending:



\$653,860,039
Expected Spending

Actual Spending:



\$731,142,321.19
Actual Spending

\$0 \$100,000,000 \$200,000,000 \$300,000,000 \$400,000,000 \$500,000,000



85 Active
PILOTS



421
Certified MWBE
Local Companies



ECONOMIC DEVELOPMENT
GROWTH ENGINE
FOR MEMPHIS & SHELBY COUNTY

Dr. Joann Massey
President & CEO



901-341-2100



www.EDGEmem.com

The image is a composite of two photographs. The top half shows a city skyline at night with several tall buildings, some with lights on. The bottom half shows a closer view of a city street at night, with buildings and a street scene. A semi-transparent red rectangular overlay covers the middle section of the image, where the text 'THANK YOU' is written in large, white, bold, sans-serif capital letters.

THANK YOU

MLGW Consent Agenda Committee Discussion



MLGW Committee
January 21, 2025

Fiscal Consent Totals:

1. Total Fiscal Consent Approved Amount Year-to-Date – \$1,593,648.44

Items approved by Council through 1/8/2025.

2. Total Fiscal Consent Requested Amount – \$15,397,189.33

Items requested for 1/21/2025 meeting.

3. Total Fiscal Consent Year-to-Date Amount - \$16,990,837.77

Total of approvals and requests through 1/21/2025 meetings.

Items for January 21st Agenda

Items approved by BOC on January 8th

1. Resolution approving Change No. 21 to Contract No. 9955, Partial Funding of Pollution Control-Ground Water Quality Control Program with Memphis & Shelby County Health Department to authorize the annual fee payment in the funded amount of \$141,512.25.
2. Resolution approving Change No. 5 to Contract No. 12121, Identity Manager Support with Consensus Consulting, LLC dba Consensus Technologies to ratify and extend the current contract in the funded amount of \$30,000.00.
3. Resolution awarding Contract No. 12515, Splunk Enterprise Term Licensing (Auto Rid 190) to Thomas Gallaway Corporation dba Technologent in the funded amount of \$1,133,546.80.
4. Resolution approving purchase for gray steel poles in a not to exceed amount of \$525,000.00. **(SAME DAY MINUTES REQUESTED)**
5. Resolution awarding a twelve-month purchase order with an option to extend for two, twelve-month periods for 600V EPR-CPE cable to Universal Scaffold and Equipment in the amount of \$3,148,117.00.

Items for January 21st Agenda

Items approved by BOC on January 8th

6. Resolution approving Change No. 1 to Contract No. 12415, Water, Gas, Booster and Vacant Lots Grounds Maintenance with Rotolo Consultants, Incorporated to ratify, extend and change the current contract in the funded amount of \$338,543.28.
7. Resolution approving a twelve-month extension of Purchase Order Number 7041731 with Universal Scaffold and Equipment for medium voltage EPR cable.
8. Resolution approving Change No. 1 to Contract No. 12566, Chartwell Membership (formerly Contract No. C2678) with Chartwell, Inc. to ratify and renew the current contract in the funded amount of \$80,470.00.

Partial Funding of Pollution Control-Ground Water Quality Control Program

- Funded amount: \$141,512.25
- Award Duration: N/A; Annual fee
- Type of Bid: N/A; Annual fee
- Awarded to: Annual fee to Memphis and Shelby County Health Department
- LSB/MWBE Goal Assigned/Committed: No supplier diversity goal assigned or committed.
- Plain Language Description: The annual fee is for the funding of the Memphis & Shelby County Health Department, Pollution Control, Ground Water Quality Control Program via the assessment of a per meter connection rate (\$0.55 per meter) for each municipality in Shelby County: Bartlett • Collierville • Germantown • Millington • MLGW
- **Impact:** This program supports: • A comprehensive program to prevent ground water contamination through permitting of wells. • A comprehensive and expanding program of sampling and monitoring of all existing wells. • A compilation and maintenance of an inventory of all existing and abandoned wells. • A comprehensive and vigorous enforcement program of all relevant ordinances and regulations. • Water Well Permitting - Any person in Shelby County requesting the installation, modification, repair, or abandonment of a water well or any other type well shall make an application to the Water Quality Branch and Septic Tank Program. • The Health Department provides oversight and guidance for the Shelby County Ground Water Quality Control Board.

Identity Manager Support (IDM)

- Funded amount: \$30,000.00
- Award Duration: 12 Months (11/01/2024 to 10/31/2025)
- Type of Bid: Sealed Bid
- Awarded to: Consensus Consulting LLC.
- LSB/MWBE Goal Assigned/Committed: No supplier diversity goal assigned or committed.
- Plain Language Description: This contract extension and ratification is to allow third-party support via Consensus Technologies in helping MLGW with projects, upgrades, system management, and ad hoc support on our Novell and Identity Manager systems. Novell and Identity Manager allow all MLGW users to log onto their computers with their company user ID or A00XXXX numbers.
- Impact: The contract extension allows the vendor to continue to work with MLGW's Operating System team to support the Novell and Identity Manager systems used to provide login access from their workstations to the MLGW applications (Customer Information Systems, Oracle Finance/HR/Asset Management applications, etc.).

Splunk Enterprise Term Licenses

- Funded amount: \$1,133,546.80
- Award Duration: 3 years (2025 – 2028)
- Type of Bid: Sealed Bid
- Awarded to: Thomas Gallaway Corporation dba Technologent
- LSB/MWBE Goal Assigned/Committed: There is no Supplier Diversity goal assigned to this contract; however, the actual participation is 100% WBE.
- Plain Language Description: Splunk is a software that collects data from websites, apps, and devices and turns it into easy charts and reports. It helps find problems and shows what's happening with your technology.
- Impact: Without the Splunk software, it is harder to find problems, track systems, or spot cybersecurity issues. It takes longer to understand what is going on because the data is not organized.

65-foot Gray Steel Poles

- Funded amount: \$525,000.00
- Award Duration: N/A
- Type of Bid: Sealed Bid
- Awarded to: After the RFQ closes on January 14th, bids will be evaluated, and an award will be made to the most responsive bidder.
- LSB/MWBE Goal Assigned/Committed: Will be determined at the time of bid evaluation.
- Plain Language Description: - This purchase is for 23, 65-foot gray steel poles that will be used to support the electric conductors and equipment required to provide service to customers.
- Impact: The poles will provide power to 485 planned subdivision lots in the surrounding area of Old Brownsville Road and Seedtick Road. They will also increase the reliability of the Lakeland Schools and Sewer Treatment Station along Old Brownsville Road. The work related to these poles is reimbursable by the customer.

600V EPR-CPE CABLE

- Funded amount: \$3,148,117.00
- Award Duration: 12 Months
- Type of Bid: Sealed Bid
- Awarded to: Universal Scaffold and Equipment
- LSB/MWBE Goal Assigned/Committed: There is no Supplier Diversity goal assigned. However, the actual participation is 100% MBE & LSB.
- Plain Language Description: To provide underground electric service for new and existing customers and to replenish inventory to ensure we have adequate material to meet demand for upcoming projects and scheduled maintenance. This involves six types of cable and up to 271,000 feet.
- Impact: The need exists to ensure adequate underground cable exists for reliable customer service.

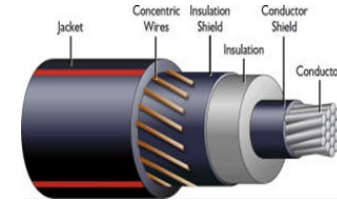


Water, Gas, Booster and Vacant Lots Grounds Maintenance

- Funded amount: \$338,543.28
- Award Duration: August 7, 2024 through December 31, 2025
- Type of Bid: Sealed Bid
- Awarded to: Rotolo Consultants, LLC
- LSB/MWBE Goal Assigned/Committed: Yes, a 20% Supplier Diversity goal was assigned.
- Plain Language Description: This contract is for grounds maintenance for MLGW's Water, Gas, booster and vacant lot facilities. The services include spraying, trimming, limb removal, weed control, fence clearing, mowing etc. improving and maintaining the overall aesthetics of the facilities.
- Impact: MLGW needs to be able to upkeep and improve the referenced properties grounds areas overall aesthetics.

Medium Voltage EPR Cable

- Funded amount: \$10,000,000.00
- Award Duration: Second, twelve-month extension expiring February 20, 2026
- Type of Bid: Sealed Bid
- Awarded to: Universal Scaffold & Equipment
- LSB/MWBE Goal Assigned/Committed: There is no Supplier Diversity goal assigned. However, the actual participation is 100% MBE & LSB.
- Plain Language Description: To provide underground electric service for new and existing customers, supply cable for upcoming jobs and to replenish inventory to ensure we have adequate material to meet demand for upcoming projects and scheduled maintenance. This involves eight types of cable and up to 667,000 feet.
- Impact: The need exists to ensure we have underground cable to provide reliable service. The #2 and 750 EPR cables are also needed for the Infrastructure Renewal and Replacement project which was formerly the MLGW Way Forward. The goal is to replace 98,000 feet of #2 and 750 EPR cable per year.



Chartwell Membership

- Funded amount: \$80,470
- Award Duration: Twelve Months (02/01/2025 – 01/31/2026)
- Type of Bid: Sole Source
- Awarded to: Chartwell, Inc.
- LSB/MWBE Goal Assigned/Committed: No supplier diversity goal assigned or committed.
- Plain Language Description: This contract is to renew MLGW's executive membership with Chartwell, Inc. for access to research and advisory services on topics such as operational excellence, customer experience, billing, outage mitigation, technological innovation and crisis management as well as opportunities to cultivate relationships with other executives in the utility industry.
- Impact: - Research, consultancy and networking events offered by Chartwell are used to inform programming, operational and technological improvements across the company.

Questions



Summary Notes for 272 Jacoby Avenue

Notes for the sale of 272 Jacoby Avenue

1 surplus parcel being sold at 272 Jacoby Avenue, Memphis, TN 38107, Parcel ID: 035105 00008

Purchaser: Tyrone Oliver wants to purchase the land from the City to ensure its regular maintenance and care. The City no longer has a need for the property.

The City of Memphis acquired the property in 1999.

Council District: 6/Edmond Ford Sr.

Super District: 8

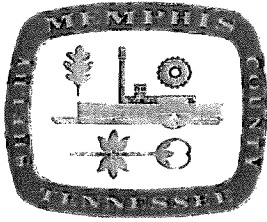
An analysis of comparable sales was performed to arrive at a sales price of \$3,000.00.

Address	Size	Sold Price	\$/AC
1364 Ridgeway St	0.11	\$3,250	\$29,545
624 E Lucy Ave	0.11	\$2,000	\$18,181
949 E Trigg Ave	0.11	\$2,000	\$18,181

The total sale price for 272 Jacoby Avenue is \$3,000.00.

The purchaser has deposited the earnest money of \$300 (10% of the Sales Price of \$3,000)

Requesting Council to approve the sale.



City Council Resolution

A Resolution requesting the approval for the sale of a city owned parcel located at 272 Jacoby Avenue, Memphis, Shelby County, Tennessee and further described as Parcel ID #035105 00008

Whereas the City of Memphis is the owner of a surplus parcel known as 272 Jacoby Avenue, further described as Parcel ID: 035105 00008; and

Whereas 272 Jacoby Avenue has been under the ownership of the City of Memphis since 1999. Citizen Tyrone Oliver would like to acquire the parcel to tend to its regular maintenance and care; and

Whereas Mr. Oliver submitted an offer of Three Thousand Dollars (\$3000.00) for the Parcel along with a Three Hundred Dollars (\$300.00) Earnest Money deposit to the City of Memphis Real Estate Service Center

Whereas there are no further anticipated uses for the subject parcel; and

Whereas the City of Memphis hereby retains easements for any other existing utilities, sanitary sewer and drainage facilities, recorded and unrecorded, located in the above-described parcel of real property.

Now, therefore be it resolved that the City of Memphis has the authority to sale City owned property at reduced or no cost to adjacent property owners in accordance with Ordinance No. 2-16-1(G).

Be it further resolved, that subject to the Ordinance, the City of Memphis Real Estate Department shall prepare and arrange for the execution of the quit claim deed, and any other documents incidental to the completion of the transfer, and the Mayor of the City of Memphis is hereby authorized to execute said deeds or any other documents necessary to complete the sale and conveyance.



Willie F. Brooks, Jr.

Shelby County Register of Deeds



Search

Details

Layers

Property Details

Owner Name	MEMPHIS CITY OF
Property Address	272 JACOBY
Parcel ID	035105 00008
Appraisal	\$3,000
Tax District	MEMPHIS
Tax Map	1571
Year Built	
Lot Number	SPTS11
Subdivision	RAYBURN AVE BLK H
Plat Book & Page	UNKNOWN
Dimensions	54 X 91
Total Acres	0.112
Owner Address	701 N MAIN ST MEMPHIS TN 38107 2311
Class	EXEMPT
Use	- VACANT LAND
Longitude	
Latitude	
Assessed Info	
Memphis Tax Info	
County Tax Info	
Google View	

Search Most Recent Property Records

Inst# / Type	Inst# / Type
Sales Date/Price	08/19/1999 UNAVAILABLE
Inst# / Type	Inst# / Type
Sales Date/Price	08/19/1999 \$0
Inst# / Type	Inst# / Type
Sales Date/Price	03/29/1990 \$0
Inst# / Type	Inst# / Type
Sales Date/Price	05/25/1975 \$0



Willie F. Brooks, Jr.
Shelby County Register of Deeds



Search Details Layers

Property Details

Owner Name	MEMPHIS CITY OF
Property Address	272 JACOBY
Parcel ID	03505 0008
Appraisal	\$3,000
Tax District	MEMPHIS
Tax Map	1572
Year Built	
Lot Number	S PTS11
Subdivision	RAYBURN AVE BLK H
Plat Book & Page	UNKNOWN
Dimensions	54 X 91
Total Acres	0.12
Owner Address	701 N MAIN ST MEMPHIS TN 38107 2311
Class	EXEMPT
Use	- VACANT LAND

Longitude
Latitude
Appraisal Info
Memphis Tax Info
County Tax Info
Google View

Search Most Recent Property Records

Inst# / Type	006773 WARRANTY DEED
Sales Date/Price	08/19/1999 UNAVAILABLE
Inst# / Type	006773 WARRANTY DEED
Sales Date/Price	08/19/1998 \$0
Inst# / Type	RM4220 QUIT CLAIM
Sales Date/Price	03/29/1990 \$0
Inst# / Type	103 DEATH NOTICE
Sales Date/Price	05/28/1975 \$0



**ORDINANCE TO ESTABLISH MEMPHIS CITY COUNCIL MEETING
DATES FOR 2025**

WHEREAS, Referendum Ordinance 4274, approved by the citizens of Memphis on November 8, 1994, amended the Council’s meeting dates to the first and third Tuesdays of each month; and

WHEREAS the Council wishes to approve the 2025 meeting dates.

NOW, THEREFORE, BE IT RESOLVED that the Memphis City Council will conduct its regular meetings on the following Tuesdays of each month:

January 7	January 21
February 4	February 18
March 11 18	March 18 25
April 1 8	April 15 22
May 6	May 20
June 3	June 17
July 8	July 22
August 5	August 19
September 2 9	September 16 23
October 7	October 21
November 4	November 18
December 2	December 16

Sponsor:
J. Ford Canale, Chairman