



DOWNTOWN MEMPHIS COMMISSION FY26 OPERATING BUDGET



**DOWNTOWN
MEMPHIS
COMMISSION**



DMC: PROVIDING VALUE FOR OUR BUSINESS IMPROVEMENT DISTRICT

**Guided by City
& County
Board Appointees**

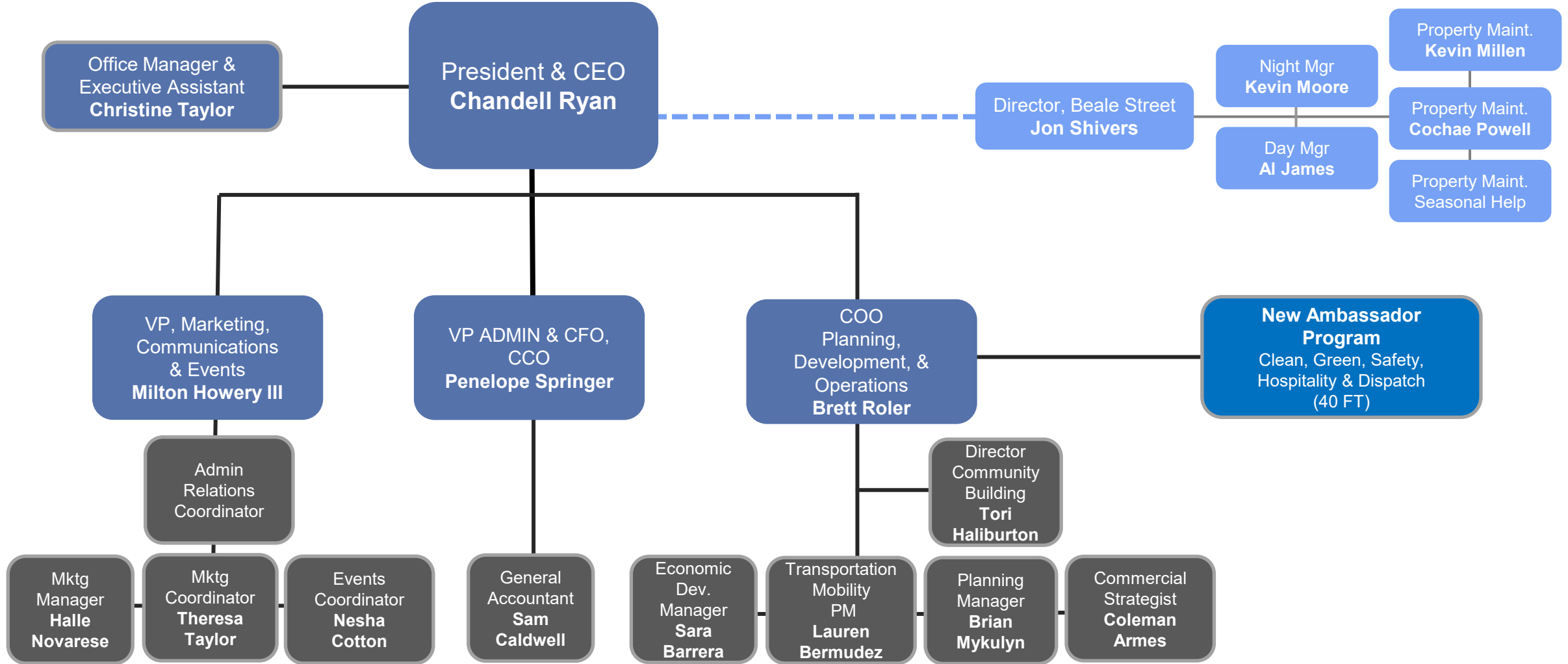
Memphis Central Business Improvement District (CBID) was established as an area requiring special redevelopment and operational attention to ensure the economic growth and vitality of the city of Memphis and the Downtown community.

Key Central Business Improvement District (CBID) Work:

- Safer, cleaner, and more welcoming streets and neighborhoods
- Added vibrancy & amenities to attract and engage residents, workers, and visitors
- Reduced blight and increased property values
- Marketing & promotion to support a strong Core City including positive community messaging & promotion of Downtown Memphis as a top destination for business, residency, and tourism

All while using no City/County tax dollars

FY2026 Staff & Roles



We Are Building A Downtown For Everyone





DOWNTOWN POPULATION

25K

RESIDENTIAL
POPULATION

8K

COLLEGE/
GRAD
STUDENTS

48%

MILLENNIAL OR
GEN Z

10

COLLEGES/HIGHER ED

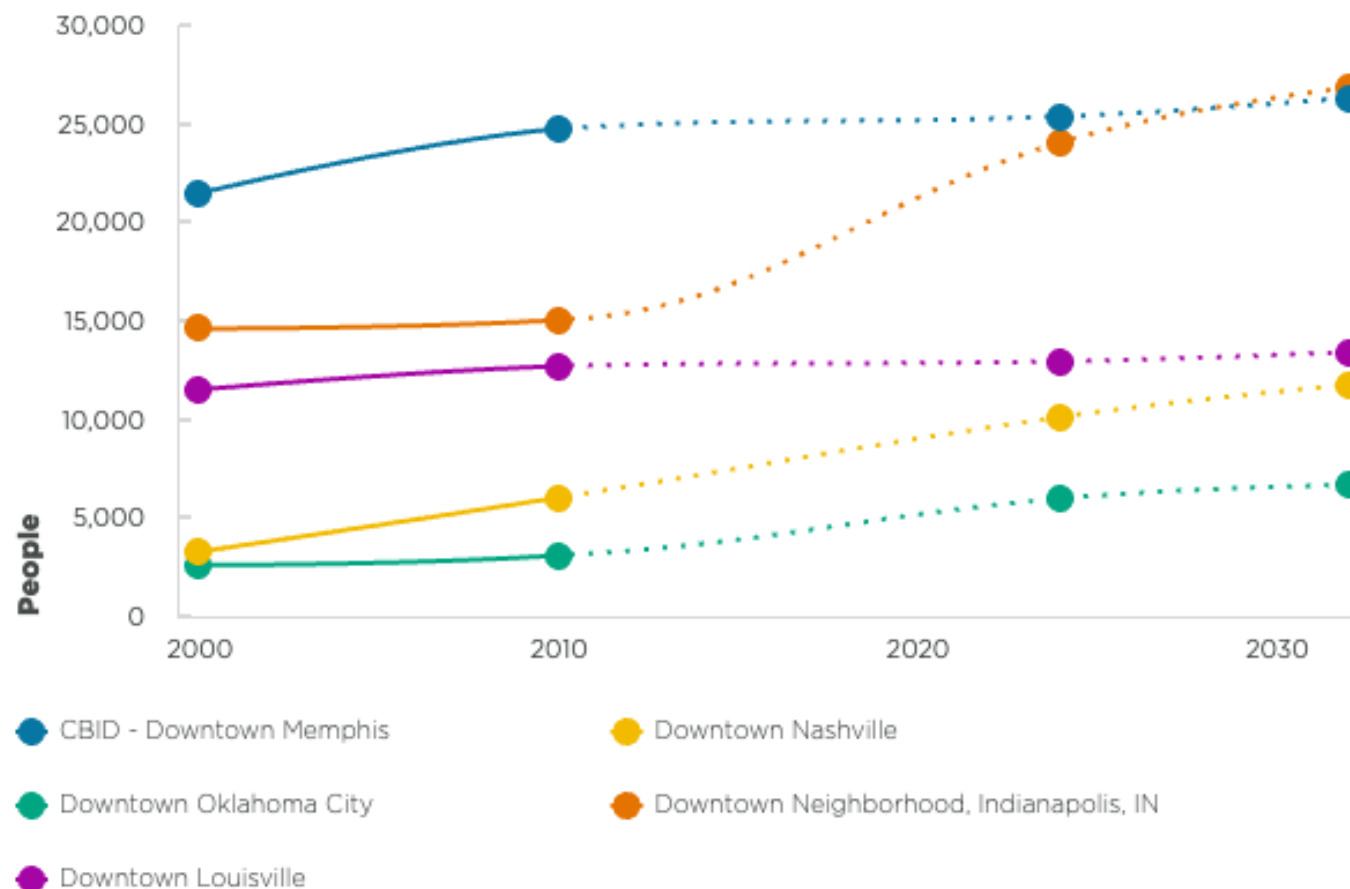
72,500

DAYTIME POPULATION

DOWNTOWN POPULATION GROWTH & COMPARISONS



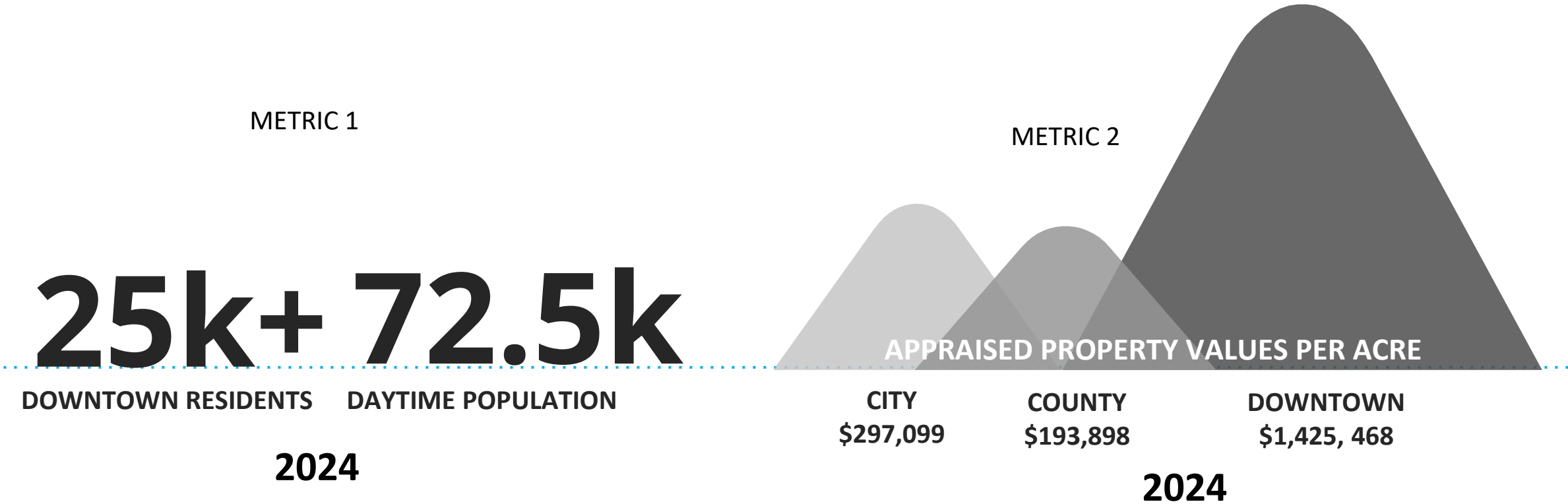
Population Growth - Peer Cities



Sources: US Census Bureau; US Census Bureau ACS 5-year



METRIC 1: More People
METRIC 2: Higher Property Values



BUDGET OVERVIEW



PUBLIC SAFETY & HOSPITALITY

ANCILLARY SUPPORT OF
MPD AND HOSPITALITY
INDUSTRY

Allocated Budget: 42%



BEAUTIFICATION & CLEAN, GREEN

MAINTENANCE, LITTER
REMOVAL, LANDSCAPING &
ANTI-BLIGHT WORK

Allocated Budget: 24%



COMMUNITY BUILDING & DEVELOPMENT

PROGRAMS TO PROMOTE GROWTH
AND DOWNTOWN DEVELOPMENT

Allocated Budget: 18%



MARKETING, EVENTS & ACTIVATION

INTENTIONAL
PROGRAMMING, MARKETING
& COMMUNITY SUPPORT

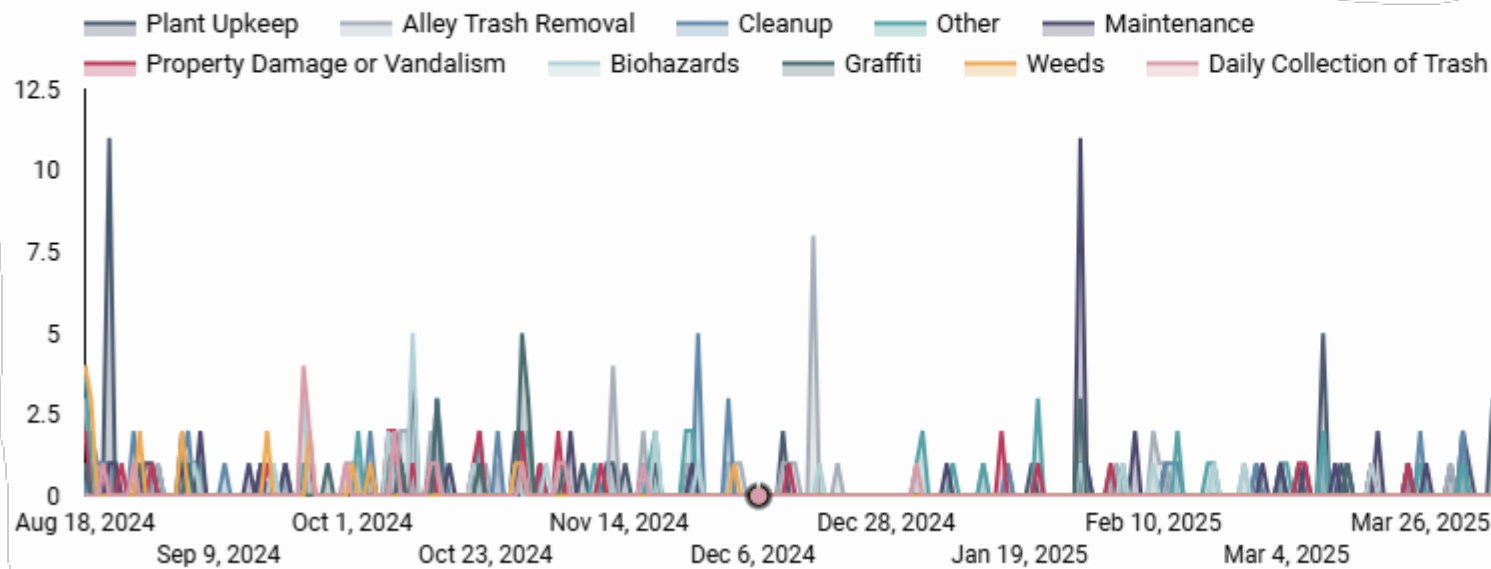
Allocated Budget: 16%

CLEAN AND GREEN METRICS

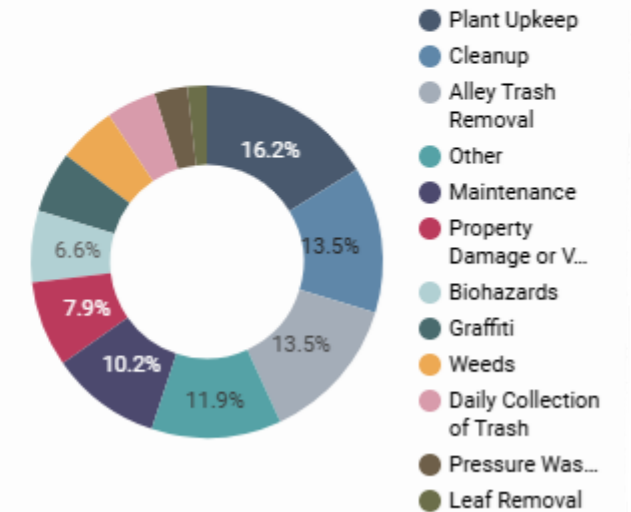


Clean & Green

Record Count
394



Conditions



16.2% Plant Upkeep

- Watering
- Vandalism
- Trash removal
- Replacement

13.5% Clean-Up

- Routine
- Non-Routine
- Bio-Hazards

13.5% Alley Trash Removal

- Illegal Dumping
- Regular Sweeps
- Trash Pile-Ups

CLEAN AND GREEN

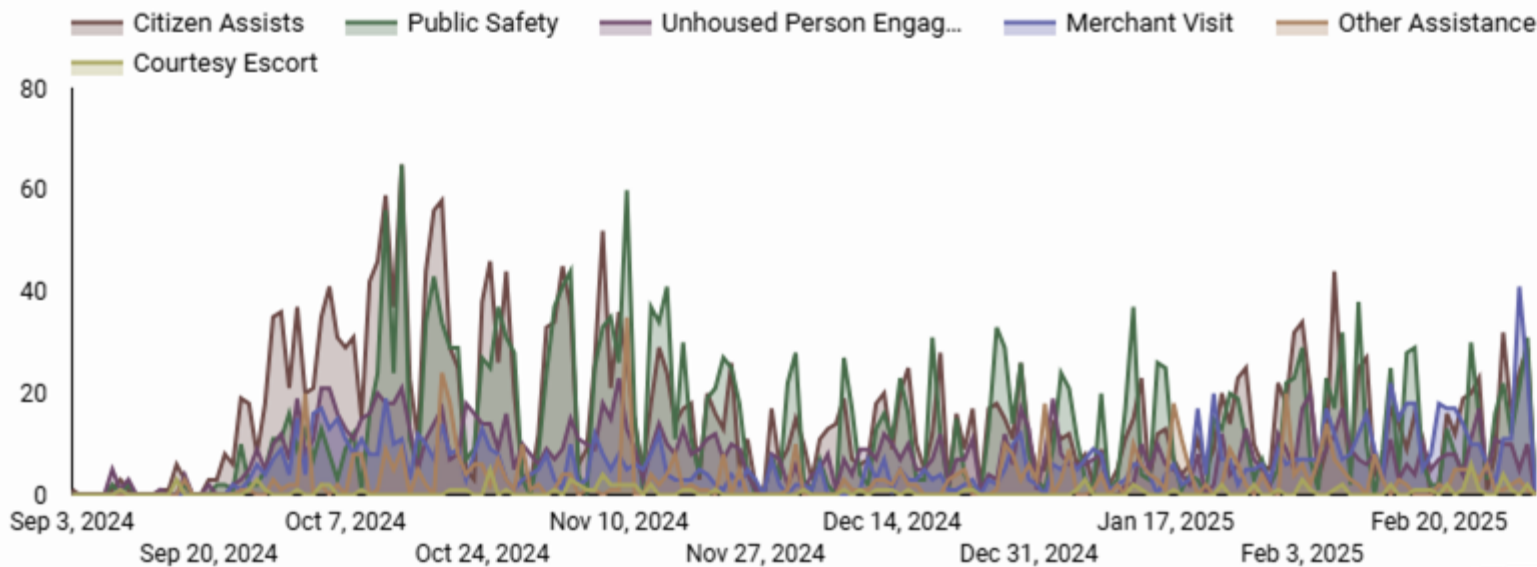


PUBLIC SAFETY AND HOSPITALITY

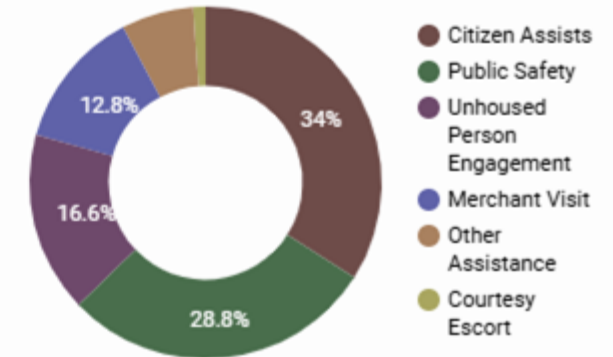


Hospitality &
Public Safety

Record Count
8,736



Types of Engagements



34% Citizen Assists

- Friendly Greeting
- Provide Directions
- Restaurant Info
- Hotel Info

28.8% Public Safety

- Aggressive Pan-Handling
- MPD Call
- Disorderly Conduct
- Sidewalk Hazards
- Streetlights Out

16.6 % Un-Housed Engagements

- Un-Housed Interactions
- Referral for Sources

Intentional Actions To Support Downtown Development

- **Pre-Development Grant** lowers the barrier to entry and encourages new voices to explore development opportunities and grows the ecosystem of local developers.
- **Downtown Development Loan** provides targeted capital to directly support emerging developers and help attract traditional financing to projects led by women and people of color.
- **Retail Tenant Improvement Grant** invites diverse businesses to sign a lease and open their doors Downtown by helping to close the financial gap to get a retail space move-in ready.
- **Exterior Improvement Grant** This matching grant is designed to help commercial property owners and businesses make high-quality exterior improvements to their commercial buildings and property Downtown.
- **Downtown Sidewalk Repair Grant** this matching grant is designed to help commercial property owners make sidewalk improvements to their property Downtown.
- **Good Neighbor Grant** This grant is designed to help commercial property owners and businesses in the South City, Madison Heights, Uptown, and Peabody-Vance Neighborhoods make exterior improvements to their property.



Community Building

Emerging Developers



Emerging Developers Program - An essential part of the DMC's work is encouraging and fostering community building in the Downtown development mix. Our Emerging Developer program includes classes and workshops designed to help prepare the participant for a career in commercial development.

Core Curriculum: In 2024, the DMC played a significant role in the ULI/REDi Program, a 15-session curriculum focused on small-scale development opportunities in Memphis. Participants gained direct experience working in teams to produce a development plan, pro-forma, and marketing plan for a real project.

Additional Programming: We held over 10 seminars and events for Emerging Developers free of charge.

- Emerging Developers Networking Opportunities
- Commercial Development
- Estimating Construction Cost
- Incentives Pitch
- Round Table Discussions
- Women Build Panel II
- Hard Hat Tours of well-known buildings in the CBID
- Pre-Development Workshops
- Tips for Navigating the Development Process



Open On Main Program

Program Purpose

- This innovative pop-up program is designed to support entrepreneurship and incubate local retail in Downtown Memphis by removing barriers to access and providing small business owners a lower-risk chance to test their concept in a brick-and-mortar storefront. The DMC offers a retail space rent-free for up to 12 months through a competitive call for proposals

Current Tenants

- The Open on Main program has supported more than 50 local small businesses since 2016. Currently, five small businesses are participating in the program with 12-month leases
 - Jasper Float Spa & Wellness – spa & wellness services
 - Dr. Champion's Herb Store – herbal supplements and remedies
 - Ionia's Closet - womens clothing boutique
 - Crown Tower – small business collective with candles, clothing and more
 - Gallery Albertine – art gallery (opening soon)



Table Ready Program

Program Purpose

Pop-Up Opportunity



- Table Ready is a new initiative by the Downtown Memphis Commission (DMC) to fill vacant move-in ready restaurant spaces. The program is designed for small local food service businesses to test out the downtown market in a low-rent space, strengthening the business ecosystem and improving the pedestrian experience in the city's core through the recruitment of new businesses to downtown. Selected businesses will be allowed to operate in the pop-up space for up to one year for \$500 a month (utilities included)
- The DMC is currently looking to fill the space at 122 Gayoso Ave, the former location of Tamp & Tap. To learn more about the space and the program, please follow the links below.

Marketing Events and Activations

Downtown Events & Activations

Digital Media Stats

Downtown Events and
Activations Supported by
DMC through Marketing,
Grants, Sponsorships etc.

Free Public Events		Attendees
228- Free	374 Events	400K+



Public Relations - Earned Media Value

51 Million

@BealeStreet Followers

@BealeStreet Social Impressions



219K

7 Million

@DowntownMemphis

@DowntownMemphis

Followers

Social Impressions

464K

16 Million



A faded background image of the Pittsburgh skyline, featuring the Roberto Clement Bridge and various city buildings.

NEW CLEAN, GREEN & SAFETY UPDATES FOR FY26

A horizontal bar at the bottom of the slide, composed of several colored segments: orange, red, dark grey, blue, and green.



New Ambassador Program

**Over 170
Unique
Programs**





CLEANING

Routine Routes
Street Furniture
Detail Work
Graffiti Removal
Pressure Washing



SAFETY

Hospitality
Business Engagement
Front Line Support
Security
Safety Escorts



SPECIAL PROJECTS

Event Support
Landscaping
Seasonal Décor
Painting
Public Art & Street Furniture Maintenance



SOCIAL OUTREACH

Resource Navigator
Trauma Informed
De-escalation
Vagrancy, Unsheltered,
Panhandling, Substance Abuse, Mental Illness



NEW TOOL SET

Modernizing Equipment



NEW TOOL SET

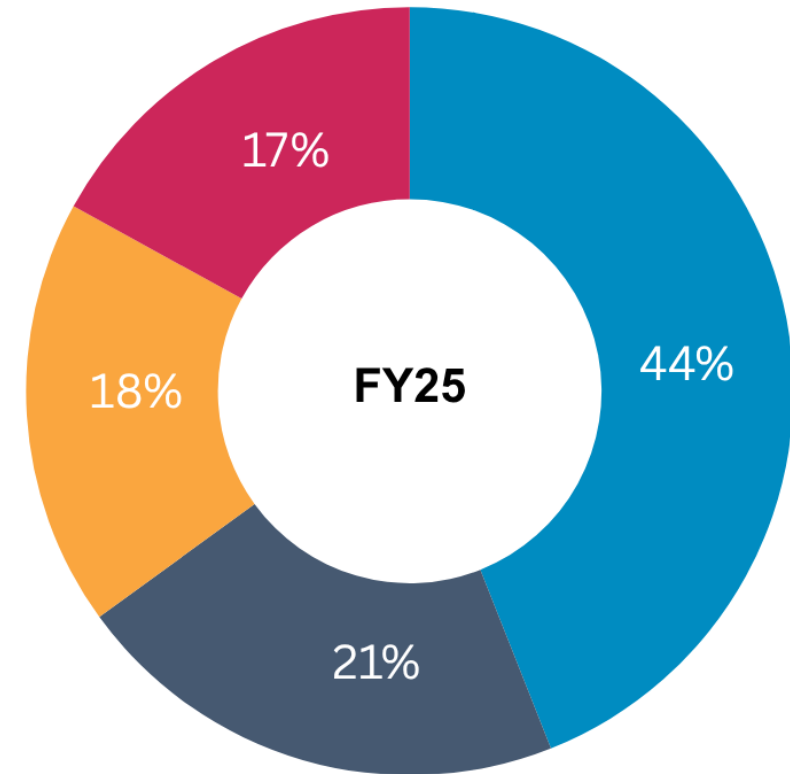
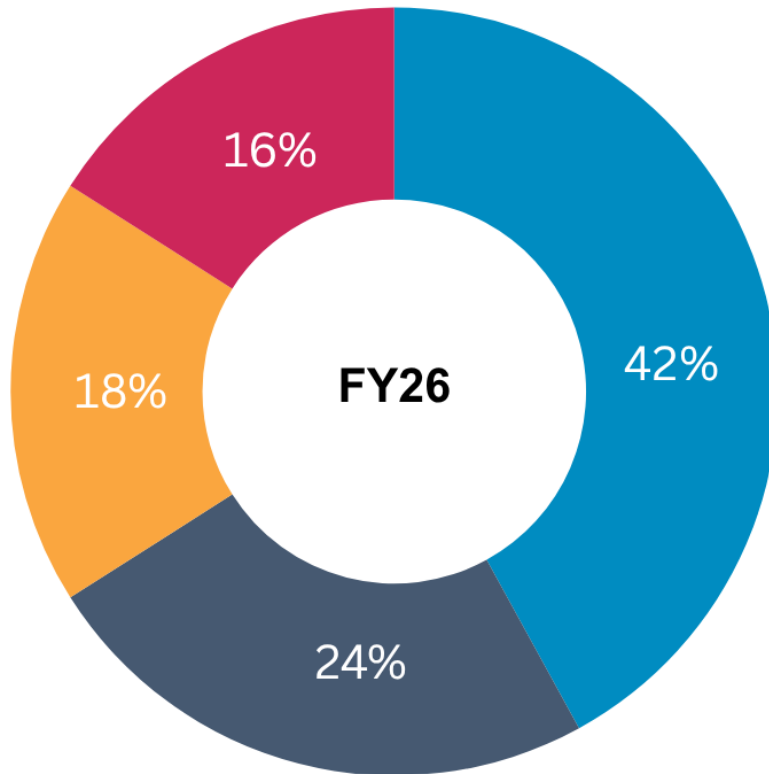
Modernizing Equipment



BUDGET OVERVIEW: FY26

DMC BUDGET OVERVIEW										
FY26 Budget compared to previous years										
	FY26 Budget	FY25 Projected Actuals	Variance	%		FY25 Adopted Budget	Variance	%	FY24 Actuals	FY23 Actuals
Income										
CBID Assessment	4,796,493	4,703,472	93,021	2%	Reassessment year	4,703,472	93,021	2%	4,802,370	4,535,341
Operations and Interest Income	105,000	85,450	19,550	23%		105,000	-	0%	110,045	118,150
Transfers In	1,049,239	551,024	498,216	90%	Transfers from affiliated agencies and outside funding sources	485,520	563,719	116%	-	-
Total Income	5,950,732	5,339,946	610,787	11%		5,293,992	656,741	12%	4,912,415	4,653,491
Expenses										
Wages & Salaries	1,266,661	2,126,061	(859,400)	-40%	Created partnership with national service provider	2,404,760	(1,138,099)	-47%	2,031,377	1,969,046
Benefits & Staff Development	365,635	602,393	(236,758)	-39%	Created partnership with national service provider	728,665	(363,030)	-50%	601,830	571,167
Dues & Subscriptions	67,470	104,109	(36,639)	-35%		93,092	(25,622)	-28%	73,616	115,723
Office Expense	238,326	279,027	(40,701)	-15%		238,326	(0)	0%	345,621	180,310
Insurance Expense	44,987	50,602	(5,615)	-11%		55,059	(10,072)	-18%	33,206	40,790
Professional Fees	66,600	74,906	(8,306)	-11%		90,805	(24,205)	-27%	136,442	147,429
Marketing, Events & Activation	397,388	398,836	(1,448)	0%		366,388	31,000	8%	334,172	443,273
Community Building & Development	313,000	352,807	(39,807)	-11%		289,000	24,000	8%	227,536	278,972
Public Safety & Hospitality	1,994,379	438,074	1,556,305	355%	National service provider contract/street outreach program	346,896	1,647,483	475%	351,783	305,689
Beautification and Clean & Green	1,126,287	656,954	469,333	71%	National service provider contract	640,372	485,915	76%	654,512	444,224
Total Expenses	5,880,733	5,083,769	796,964	16%		5,253,363	627,370	12%	4,790,096	4,496,624
Capital Equipment	-	186,000	(186,000)		One-time capital equipment purchase - start up with national service provider					
Depreciation Expense	70,000	70,177	(177)							
Net Income	(0)	(0)	0			40,629	29,371		122,319	156,867

FY26 vs FY25 - BUDGET BY FOCUS AREA



SAFETY & HOSPITALITY
BEAUTIFICATION & CLEAN, GREEN
COMMUNITY BUILDING & DEVELOPMENT
MARKETING, EVENTS & ACTIVATION



DMC: CREATING REGIONAL VALUE

**Guided by City
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Key Takeaways:

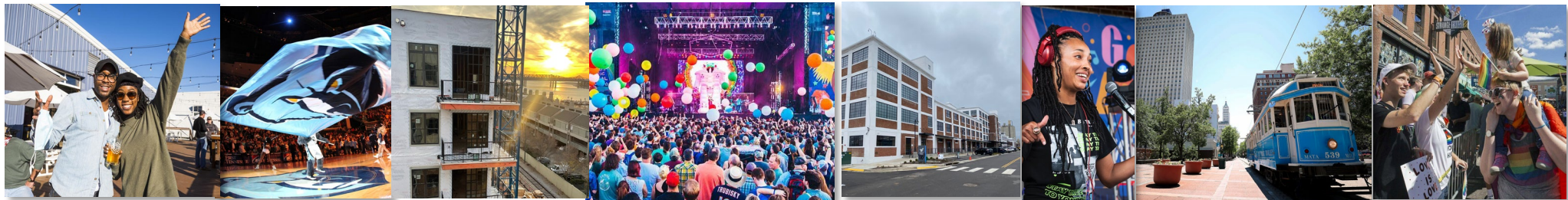
- No City or County tax dollars used
- Safer, cleaner, and more welcoming streets and neighborhoods
- Added vibrancy & amenities to attract and engage residents, workers, and visitors
- Reduced blight and to increased property values
- Marketing & promotion to support a strong Core City, including positive community messaging & promotion of Downtown Memphis as a top destination for business, residency, and tourism
- New Ambassador Program

REQUEST: Being that the DMC is funded by an assessment of Commercial Properties in the Central Business Improvement District

We are asking you to approve the annual budget.

Note:

- The CBID is funded through a special assessment on commercial property within the district.
- \$0.65 per \$100 assessed value of commercial properties.
- Only applies to properties with an appraised value over \$25,000.



**THANK YOU FOR YOUR
CONSIDERATION.**

Presented by: Chandell Ryan, President/CEO
Downtown Memphis Commission
114 N Main Street, Memphis TN



DEVELOPING DOWNTOWN FOR A BETTER MEMPHIS AND SHELBY COUNTY