



Q1 2021

Quarterly Report



ECONOMIC DEVELOPMENT
GROWTH ENGINE
FOR MEMPHIS & SHELBY COUNTY



Driving Economic Development

It is EDGE's vision that all people in Memphis and Shelby County should have opportunities for economic prosperity.

Since the launch of EDGE in 2011, we have been working to make that vision a reality. We have focused on building a solid foundation for streamlined incentives and other competitive financial tools. In our ninth year, we now embark on a broader agenda to advance local economic development.

EDGE is concentrating development efforts around five main areas: boosting industrial development, bolstering small business expansion, accelerating neighborhood revitalization, fostering regional collaboration, and leveraging the International Port of Memphis.

EDGE Q1 2021 AT A GLANCE

Approved Projects Have Committed To...

305

Jobs

at an average salary of more than

\$45,000

\$154

Million

Capital Investment
in Shelby County

\$35

Million

MWBE Spend

\$38

Million

In Projected
Local Tax Revenue

COVID-19 continued to dominate Q1 2021. EDGE's focus remained on supporting our inner city neighborhood-serving businesses through the NEED Grant, providing a quarter of a million dollars in assistance from July through September. EDGE also worked to encourage companies to relocate to or expand in Memphis creating 300 good paying jobs in Logistics and Transportation for this area, as well as more retail growth and population density for the University of Memphis area.

Q1 2021 | PILOT Recipient Spending

EDGE PILOT Recipients Continue to Outperform Spending Commitments with Minority and Women Owned Businesses

From 2011-2019, EDGE PILOT recipients spent \$426 million with minority/women/small local firms, exceeding their commitments by more than \$110 million.

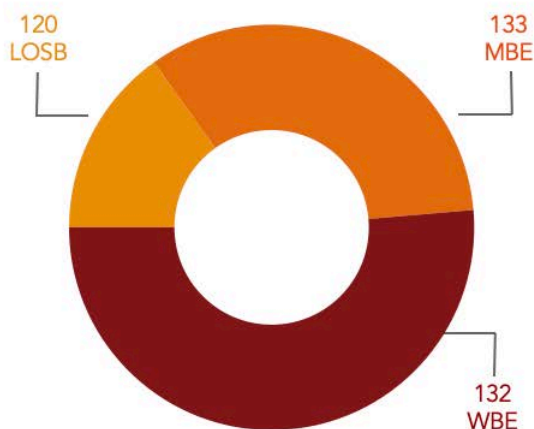
A new report looks at the local spending activity of active PILOT recipients between 2011-2019. Those PILOTs were approved by the Industrial Development Board (IDB) or EDGE. From 2011-2019, the 78 PILOT recipients contracted with 385 MWBEs and Locally-Owned Small Businesses (LOSBS).

In 2019, the latest year of data, EDGE PILOT recipients spent more than \$72 million with local MWBEs and LOSBs, exceeding their initial commitments by more than \$45 million. From 2018 to 2019, there was a \$16 million increase in total spending with MWBEs, and average spending per MWBE was up by \$65,000.

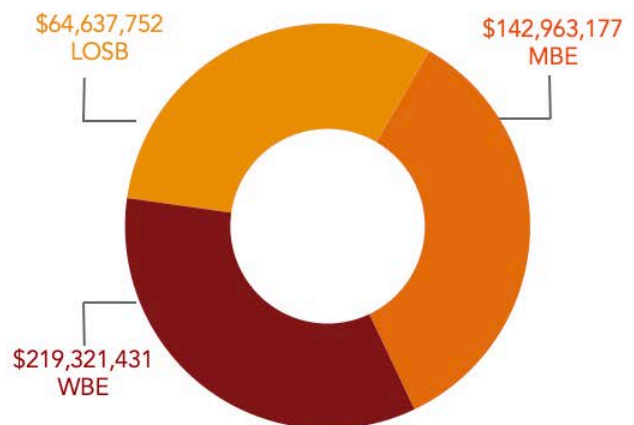
Efforts to assist MWBEs and LOSBs through the PILOT program date back to 2001, when the IDB created its Jobs Plus Voluntary Program, which was followed by the IDB Diversity Program in 2008. EDGE continued the Diversity Program and subsequently updated it with the Local Business Participation (LBP) Program, which, since 2017, focuses exclusively on growing City and County-certified MWBEs.

EDGE PILOT Recipient Spending with MWBEs/LOSBS | 2011-2019

Spending with Certified Local Companies



NUMBER OF COMPANIES: 385



SPENDING: \$426,922,361

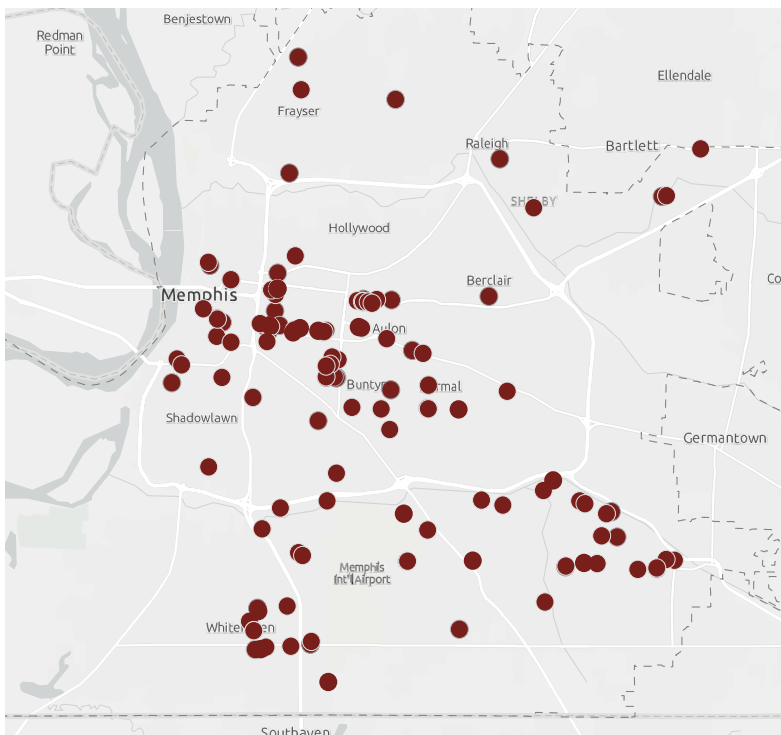
EDGE NEED Grant Supports Neighborhoods Throughout Memphis Amid Pandemic

If there is one thing Ice Cream Shops can depend on, it's that the summer months will bring a steady stream of business. But in the age of COVID-19, nothing is for sure anymore.

"Since we opened back up, our sales at the Crosstown location are down 60-75% for this time of year," said Area 51 Ice Cream owner Stephen Cubbage. "We are a seasonal business that relies heavily on the revenue from the summer months to keep us going during the rest of the year, so this has been an especially difficult time of year for us to be so slow."

Area 51 Ice Cream is the seventh business to receive EDGE assistance in the Crosstown area. Its story is repeated across businesses in neighborhood after neighborhood in Memphis. If one thing is for sure in all of this, it's that COVID-19 has hit small businesses and the neighborhoods they call home hard.

In all, 129 businesses have received much needed assistance in several Memphis neighborhoods. Areas that have received the most help so far include 30 businesses assisted in Midtown Memphis spread across the Medical District, Cooper-Young, Crosstown and Overton Square; 27 businesses in the Hickory Hill area; 16 in Whitehaven; 13 in Orange Mound; and 11 in Binghampton. These are also areas where EDGE has worked since 2014 through its Inner City Economic Development Loans to build up neighborhood businesses.



"These businesses are a vital part of the lifeline of these neighborhoods," said EDGE Economic Development Finance Committee Chairwoman Natasha Donerson.

"The NEED Grant has done a lot to ensure that these establishments, the jobs they support and the communities they serve will continue to survive in the midst of this pandemic."

Q1 2021 | NEED GRANTS

The Neighborhood Emergency Economic Development or NEED Grant was approved by the EDGE Board of Directors on April 15, 2020. The primary goal of the program is to provide immediate relief to small, neighborhood serving businesses throughout Memphis's most vulnerable neighborhoods. The goal from day one has been to get these businesses the help they need quickly - going from application to check in hand in no more than two weeks.

NEED Grants Awarded Q1 2021

Grants Awarded: \$230,200

- 42 Businesses
- 12 Zip Codes Throughout Memphis
- 37 Recipients (88%) are Minority- or Women-Owned Businesses

NEED Grants Awarded Overall

Grants Awarded: \$721,700

- 129 Businesses
- 19 Zip Codes Throughout Memphis
- 105 Recipients (82%) are Minority- or Women-Owned Businesses



Juliet Pocket Squares
Owner: Juliet Wingo
Grant: \$3,500
Date: 07.10.2020



Sekisui Incorporated
Owner: Yoshitaka Ishii
Grant: \$5,000
Date: 07.10.2020



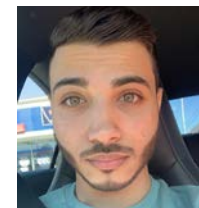
Robata, LLC
Owner: Yoshitaka Ishii
Grant: \$5,000
Date: 07.10.2020



Amy's Nails
Owner: Lyly Nguyen
Grant: \$5,000
Date: 07.10.2020



Basil Bailey Salon
Owner: Billy Post
Grant: \$5,000
Date: 07.10.2020



Extreme Wear
Owner: Hamdi Iyshah
Grant: \$5,000
Date: 07.10.2020

Southern Heritage Classic NEED Grant Recipient

Every September, the Southern Heritage Classic is one of the country's most anticipated college football games. The rivalry between HBCUs (Historically Black Colleges and Universities) Jackson State and Tennessee State has become a cultural celebration that has a strong economic impact on this city, driving more than \$14 million in direct spending each year.

But in June the 31st Classic, which is played each year at the Liberty Bowl, was canceled because of COVID-19.

"It's a tough situation," said Fred Jones, Founder of Summitt Management Corporation (SMC), which puts on the game. "I know this is a disappointment. COVID-19 has affected us tremendously. Since March, our sales have decreased by 100%."

The Classic is SMC's largest event with around 75,000 people in attendance each year.

"With the cancellation of the Classic, we have to survive for 15 months from cash on hand normally designed to last for three months," said Jones. "We are not able to employ our part-time employees or cover operational expenses."

EDGE provided SMC with a \$20,000 NEED Grant in July. The EDGE Economic Development Finance Committee waived the policy restricting eligibility to businesses with less than \$1 million in annual revenue and the policy restricting awards to \$10,000 or less in order to help SMC stay afloat.

"This grant will help us cover the cost of various expenses associated with the cancellation of shows and events, and keep up with our expenses," said Jones. "I encourage everyone to keep practicing recommended safety and social distancing measures so that we can return to our usual activities as soon as possible."



Q1 2021 | NEED GRANTS



More Therapy, LLC.
Owner: Christy Muller
Grant: \$2,500
Date: 07.10.2020



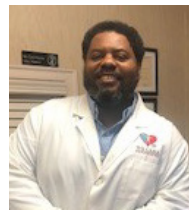
The Wing Factory East
Owner: Leon Baker
Grant: \$6,000
Date: 07.10.2020



Ms. Rhonda's Nest
Owner: Rhonda P. Pigrum
Grant: \$5,000
Date: 07.10.2020



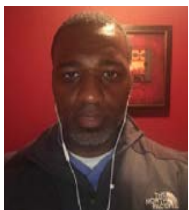
Delicate Properties Rehabilitation Services
Owner: Demetrius Williams
Grant: \$7,500
Date: 07.24.2020



We Care Chiropractic
Owner: Renwick Tucker
Grant: \$5,000
Date: 07.24.2020



A W Catfish and Wings, LLC.
Owner: Ronald Saulsbury
Grant: \$4,000
Date: 07.24.2020



James Chiropractic Wellness & Spa, PLLC
Owner: Bobby Myers
Grant: \$7,000
Date: 07.24.2020



Tailored Barber & Beauty Salon
Owner: Raymond Henderson
Grant: \$5,000
Date: 07.24.2020



The Neely Agency, LLC.
Owner: Sheri and Victor Neely
Grant: \$2,200
Date: 07.24.2020



Summitt Management Corporation
Owner: Fred Jones Jr.
Grant: \$20,000
Date: 07.24.2020



Sherrod Furniture Store Company
Owner: Peggy s& James Jefferson
Grant: \$8,000
Date: 08.07.2020



Divine Memories Banquet Hall
Owner: Carmellia Cash
Grant: \$5,000
Date: 08.07.2020

Q1 2021 | NEED GRANTS



Miracles Barber Shop
Owner: Sara and Larry Thomas
Grant: \$3,500
Date: 08.07.2020



17 Berkshire, LLC
Owner: Nuha Abuduhair
Grant: \$5,000
Date: 08.07.2020



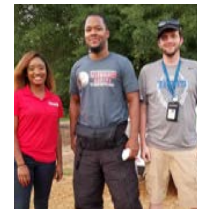
The Treasure Chest Boutique
Owner: JoAnn C. Parker
Grant: \$2,500
Date: 08.07.2020



Euro Imports of Memphis, Inc.
Owner: Livingston Wilson
Grant: \$7,000
Date: 08.07.2020



Salon-derful
Owner: Sylvia Tucker
Grant: \$5,000
Date: 08.07.2020



Barking Pals Consulting, Inc.
Owner: Jacque BoNey
Grant: \$6,500
Date: 08.07.2020



Ambishun Fitness, LLC
Owner: Ricky Dortch Jr.
Grant: \$5,000
Date: 08.07.2020



Tamboli's, LLC
Owner: Miles Tamboli
Grant: \$6,000
Date: 08.28.2020



Calvin's Nails
Owner: Phuong Truong
Grant: \$5,000
Date: 08.28.2020



Square Pops, LLC
Owner: Chris Taylor
Grant: \$5,000
Date: 08.28.2020



Mr. T's Specialty Meats
Owner: Terrence Singleton
Grant: \$6,000
Date: 08.28.2020



All About You Family Practice, LLC
Owner: Denise Woods
Grant: \$5,000
Date: 08.28.2020

Global Cafe, LLC NEED Grant Recipient

It was started in 2018 to help immigrant and refugee food entrepreneurs set up a food business with no upfront costs. Today, Global Café has become a popular spot for Memphis foodies. But just like so many other restaurants across the country, the COVID-19 pandemic has taken its toll.

“Our sales and revenue have been sliced in half,” said owner Sabine Langer. “Our customers, a big part of which included all of the people working at Crosstown Concourse, disappeared overnight when employers sent their employees home.”

The restaurant has also had to cut five employees. The majority of its employees are immigrants and refugees from Mexico, Somalia, Sudan, Switzerland and Venezuela.

Langer said the business has introduced delivery and take-out options to adapt to the changes. “We have a loyal following and customers come to pick up food from us or have it delivered.”

Global Cafe received an \$8,000 NEED Grant from EDGE in August.



“The EDGE NEED grant will help us keep our doors open,”

Sabine Langer, Owner
Global Cafe

Q1 2021 | NEED GRANTS



The Sol Studio & Bikram Yoga
Owner: Isaac Christopher
Grant: \$5,000
Date: 08.28.2020



Fancy Nails
Owner: Nam Q Tran
Grant: \$5,000
Date: 08.28.2020



Portermade Cleaning Service
Owner: Lakesha Porter
GrantL \$5,000
Date: 08.28.2020



The Nail and Skin Bar, Inc.
Owner: Yolanda Johnson
Grant: \$5,000
Date: 08.28.2020



Upscale Kutz, LLC
Owner: Montrell & Keturah Turner
Grant: \$5,000
Date: 08.28.2020



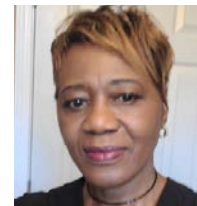
Area 51 Ice Cream LLC
Owner: Stephen Cubbage
Grant: \$5,000
Date: 09.11.2020



Higher Learning Enrichment Academy
Owner: Rose Mary Johnson
Grant: \$5,000
Date: 09.11.2020



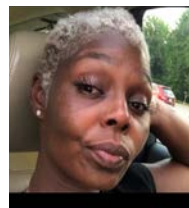
Silkish Hair and Day Spa
Owner: Silky Harris
Grant: \$5,000
Date: 09.11.2020



Maxx Management dba The Belle Venue
Owner: Jammie Johnson
Grant: \$5,000
Date: 09.11.2020



Classy Styles
Owner: Angel Sailes
Grant: \$5,000
Date: 09.11.2020

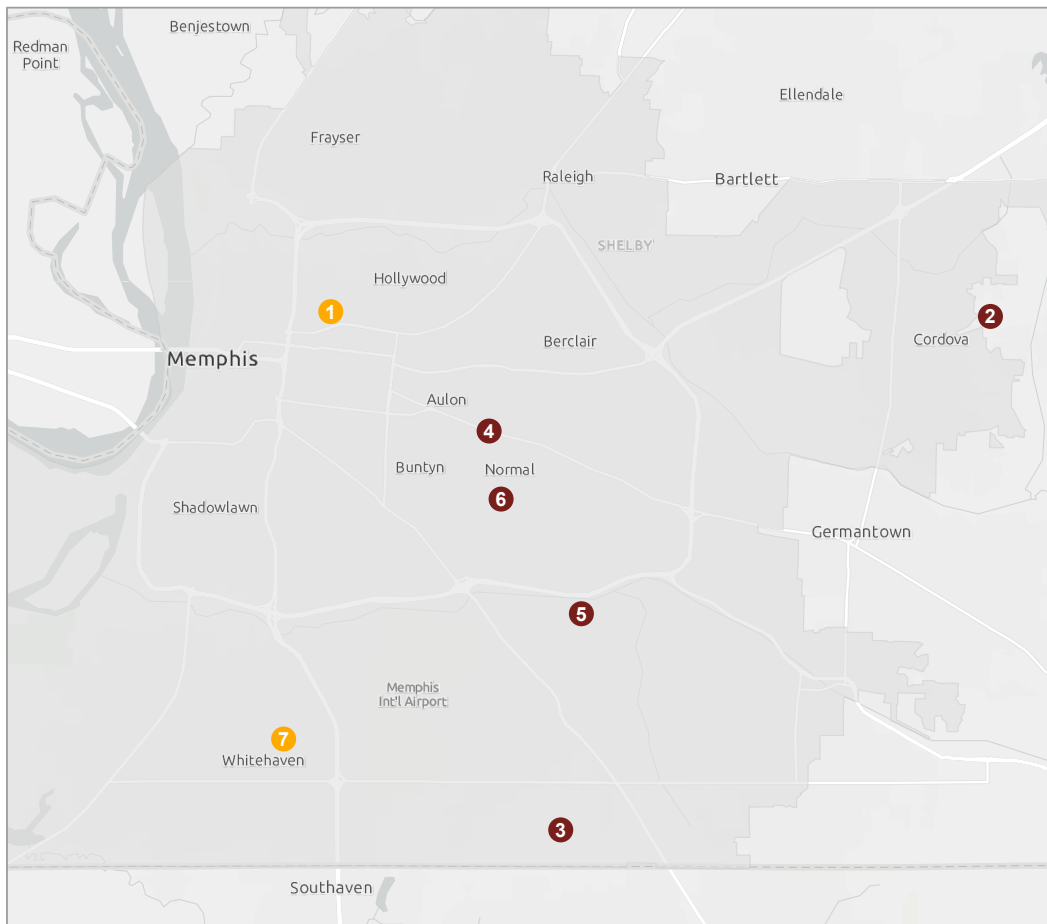


Shanta's Hair Day
Owner: Shanta Norwood
Grant: \$5,000
Date: 09.11.2020

Q1 2021 EDGE PILOT (Payment-In-Lieu-of-Tax) Projects

In Q1 2021, EDGE approved five PILOTs for a global distribution company, a California medical device distribution, marketing and sales company, a trucking and transportation company, and two residential communities. These PILOTs will have a significant positive impact on the local economy through:

- 296 Jobs at an average annual salary of more than \$45,000
- More than \$153 million in capital investment
- More than \$35 million in spending with local minority- and women-owned businesses



● ICED Loan ● PILOT

ID	Company
1	1570 Vollintine Ave - Timothy Hubbard
2	Aesthetic Management Partners
3	Exel Inc. dba DHL Supply Chain 2
4	Poplar Plaza Residential
5	RDX, LLC
6	Water to Wine, LLC
7	Haven Representations, LLC dba Nubian Design

Aesthetic Management Partners PILOT (Payment-In-Lieu-of-Tax)

California-based Aesthetic Management Partners, which provides product distribution, branding, marketing and sales to medical device manufacturers, has been looking into relocating its headquarters to a more central location in the US.

EDGE provided the company a 12-year Jobs PILOT to encourage it to invest \$2.9 million and bring its headquarters to 9113 Macon Road in Shelby County, creating 26 new jobs with an average salary of more than \$120,000 a year.

The project would create \$1,721,437 in local total tax revenues during the PILOT term.



26
New Jobs



\$120,769
Average Salary



\$2.9 million
Capital Investment



\$39 thousand
MWBE Spending



\$1.7 million
Tax Revenue



Exel Inc. dba DHL Supply Chain PILOT (Payment-In-Lieu-of-Tax)

Exel Inc., dba DHL Supply Chain (USA) has been scouting locations to set up third party logistics services for two companies - neither of which are currently located in Shelby County - Yeti Coolers and a confidential life sciences partner. As with previous projects, DHL has considered expanding its campus in either North Mississippi or Memphis.

EDGE provided the company with a 13-year Jobs PILOT to encourage it to create 255 new jobs with an average wage of \$37,478 and invest \$85,718,770 to construct the new campus in Memphis near the intersection of East Holmes Road and Tchulahoma Road. This project would create \$21,668,293 in local total tax revenues during the PILOT term.



255
New Jobs



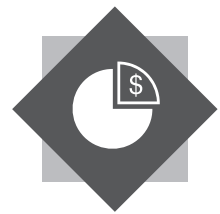
\$37,478
Average Salary



\$86 million
Capital Investment



\$19 million
MWBE Spending



\$22 million
Tax Revenue



For more information about this project, please visit the EDGE Project Database. <http://database.growth-engine.org>

Poplar Plaza Residential PILOT (Payment-In-Lieu-of-Tax)

For years it was Memphis's first shopping center, bustling with anchor stores Lowenstein's, J.C. Penny's, and Woolworth's among others, but in recent years, much of the Poplar Plaza shopping center has sat vacant.

EDGE provided Finard Properties, LLC and Panther Residential Management a 15-year Residential PILOT to construct approximately 240 apartment units, bringing new life to the southeast corner of the site at Poplar and Highland. The company has committed to make 20% of the project, or approximately 48 units, available for Low to Moderate income residents. Around 34,000 square feet of the building will be comprised of retail space.

Today, this property produces \$113,335 per year in property taxes. This would increase to \$376,489 during the PILOT term and to \$1,357,850 annually post-PILOT.



N/A
New Jobs



N/A
Average Salary



\$48 million
Capital Investment



\$12 million
MWBE Spending



\$13 million
Tax Revenue



For more information about this project, please visit the EDGE Project Database. <http://database.growth-engine.org>

RDX, LLC PILOT (Payment-In-Lieu-of-Tax)

A proposed facility for integrated trucking and transportation company, RDX would complete the revitalization of the former Mall of Memphis site.

The company is currently leasing space in Bartlett and has been evaluating locations to move its operation that can accommodate more employees and vehicles.

EDGE provided a six-year Jobs PILOT to encourage RDX to create 15 new jobs with an average wage of more than \$44,000 and invest \$8.6 million to construct a new custom office and terminal facility on the Mall of Memphis site.

The project would create \$820,679 in local total tax revenues during the PILOT term.



15
New Jobs



\$44,172
Average Salary



\$8.7 million
Capital Investment



\$1.9 million
MWBE Spending



\$820 thousand
Tax Revenue



RELIABLE
DEPENDABLE
XCEPTIONAL

Water to Wine, LLC/University Park PILOT (Payment-In-Lieu-of-Tax)

A vacant former office building on Park Avenue near the University of Memphis could soon be reimagined as a new apartment building with retail and restaurant space. The 35,000 square foot building just half a mile from the University of Memphis has been empty for 10 years.

Germantown-based Water to Wine LLC plans to invest more than \$9 million to develop the property. The project will complement the style and scale of buildings along Park Avenue. The company has committed to make 20% of the project, or 16 units, available to Low to Moderate income residents. EDGE provided the company with an 11-year Residential PILOT to encourage it to move forward with the 80-unit apartment building with retail restaurant space at 3637 Park Avenue.

Today, this property produces \$3,246 per year in property taxes. This would increase to \$65,753 per year during the term of the PILOT and to \$253,460 annually post-PILOT.



N/A
New Jobs



N/A
Average Salary



\$9 million
Capital Investment



\$2 million
MWBE Spending



\$1.3 million
Tax Revenue



For more information about this project, please visit the EDGE Project Database. <http://database.growth-engine.org>

1570 Vollintine Avenue Inner City Economic Development (ICED) Loan

An abandoned and blighted retail strip in the Vollintine-Evergreen neighborhood may soon have a new life. The 75-year-old building has sat vacant and vandalized for years.

The Economic Finance Committee awarded a \$25,000 Inner City Economic Development Loan to Timothy Hubbard to revive that strip with a new Laundromat for the area. Hubbard is the founder and CEO of Midtown Stays, a short-term rental accommodation company.

The loan will help Hubbard completely renovate the building. The project will create three new jobs and invest \$643,500 in the location. The renovation will also lead to three additional units that could be ideal for a salon, restaurant or events space.

"We believe this project will bring value to the community and make a positive impact on the neighborhood," said Lilly R. Gilkey, President of Vollintine Evergreen Community Association. "The renovation will take what was once an eye sore and clean up the property creating a space for new businesses to offer value to the area and liven up the neighborhood."

- > Loan Approved: \$25,000
- > Total Capital Investment: \$643,500
- > Total Jobs: 3



Q1 2021 | PROJECTS

Nubian Design Inner City Economic Development (ICED) Loan

A local entrepreneur is bringing a new salon to a Whitehaven neighborhood, helping to further its revitalization. EDGE awarded James Cook a \$16,000 ICED Loan to renovate the existing space and open Nubian Design at 1237 Marlin Road, just steps past ICED Loan recipients Eggxactly Breakfast & Deli and Muggin' Coffeehouse. The salon will provide space for six stylists, creating six new jobs in a professional salon setting. The location is uniquely situated and can attract both neighborhood residents and nearby business professionals.

Cook has a long resume that includes running several local Lenny's restaurants and actor at Hattiloo Theater. Cook's brother, Marcus Snipes, is an experienced barber who will manage the location. The ICED Loan will help Cook to renovate the 2,074 square foot space originally built in 1954, add a roof update the parking lot and add ADA accessibility. The project is supported by the Greater Whitehaven Economic Redevelopment Corporation.

- > Loan Approved: \$16,000
- > Total Capital Investment: \$24,000
- > Total Jobs: 6



For more information about this project, please visit the EDGE Project Database. <http://database.growth-engine.org>

Q1 2021 | WORKFORCE DEVELOPMENT

Greater Memphis Alliance for a Competitive Workforce (GMACWorkforce) Grant Update

Department of Labor, America's Promise Grant (MOVE-HIRE: Medical Device Occupations Value Education and Help in the Regional Economy)

Goal: to prepare and train unemployed/underemployed individuals in machining, finishing, quality, packaging, logistics, and engineering careers associated with the medical device industry

Q1 2021 MOVE HIRE Impact*:

Total Population Served: 132

Total Enrolled in Training: 120

Total Completed Training: 46

Total Obtained Employment: 60

Total Grant Numbers:

Total Population Served: 1,058

Total Enrolled in Training: 852

Total Completed Training: 464

Total Obtained Employment: 255

*Progress toward training this area's workforce slowed in Q1 2021 due to the COVID-19 pandemic. GMACW transitioned to remote work on March 20, 2020. All grant partners – including all training institutions and local agencies with which GMACW has recruitment partnerships – closed and/or transitioned around this time as well, greatly reducing ease of access to these programs.

To mitigate this downturn, educational training partners are developing innovative enrollment and training strategies designed to recoup and meet grant commitments. GMACW has developed a diverse advertising portfolio to promote and raise awareness of training programs to support educational training partners and Workforce Investment Network recruitment efforts.



Training, a Better Life Fall Into Place for MOVEHIRE Participant

It's not often that everything seems to fall into place, but when Janice Peete decided to enroll in training to get certified as a machinist, that is exactly what happened. While Peete had experience in machining, she knew she needed the certification in order to get a better job and start a meaningful career. Peete enrolled in the training at Arkansas State University (ASU).

The training was free, part of the MOVEHIRE (Medical Device Occupations Value Education and Help in the Regional Economy) grant, which is funded by the U.S. Department of Labor and administered locally through the Greater Memphis Alliance for a Competitive Workforce (GMACW).

"It gave me the opportunity to go to school in a short amount of time and not accumulate debt," said Peete. "I worked second shift and was easily able to take classes earlier in the day. It all just fell into place."

The program took about four and a half months. COVID-19 created a bit of a slowdown as schools dealt with how to continue classes. But Peete received her certification and is now a machinist at Smith+Nephew. ASU MOVEHIRE Program Coordinator Matt Suda says it really is inspiring to see these students make a change in their life.



Janice Peete

"To me, workers who take our courses looking to upskill and move up in their manufacturing companies are uniquely inspiring," said Suda. "I get an opportunity to meet and work with people who are ready to make sacrifices and put in the effort to improve their lives. It's humbling and I have the utmost respect for our students."

Q1 2021 | PORT OF MEMPHIS

Public Terminal Redevelopment

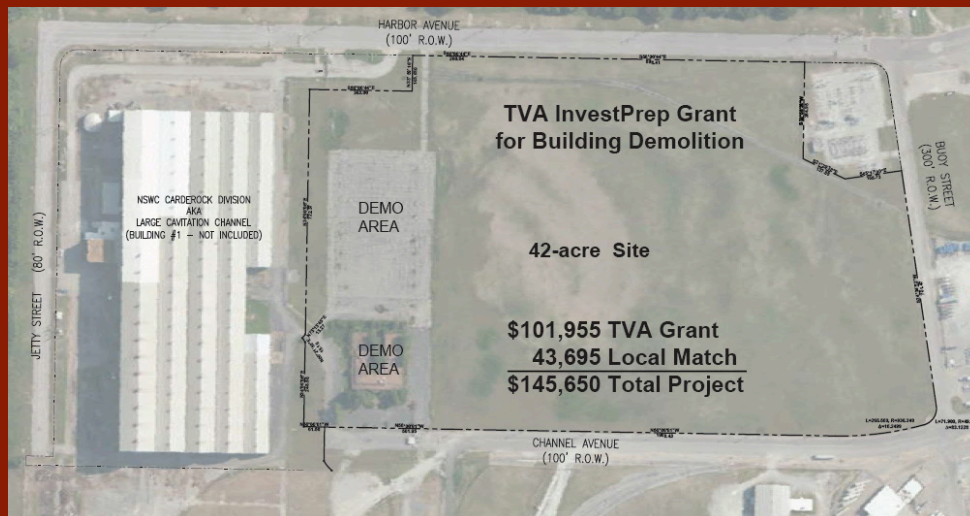
The Port Commission will apply for a \$500,000 planning grant with the US Economic Development Administration under the Assistance to Coal Communities (ACC) for the site investigative work needed for the proposed multi-modal freight marine terminal in Pidgeon and the dock construction at the public terminal.

The bid packet for a State of Tennessee grant to fund rail improvements at the public terminal should be finalized in the next several weeks. Upon completion of the draft, it will be submitted to the state for their review. After state approval of the document, the bid will go out for public notice.



Former Navy Property Site Improvement

The Port Commission was awarded a TVA InvestPrep grant for the demolition of the old administration building at the previous Navy property. The final contract will go before the EDGE/Port board in October for approval. A bid packet will be released after the contract is approved and the demolition is anticipated to start in early spring.



EDGE Managed Entities

Depot Redevelopment
Corporation of Memphis and
Shelby County

Greater Memphis Alliance for a
Competitive Workforce (GMACW)

Industrial Development Board of
the City of Memphis and County
of Shelby, TN

Memphis and Shelby County Port
Commission

EDGE Properties

Depot

Frank C. Pidgeon Industrial Park

Presidents Island

Major Programs

- Financing
 - :: Inner City Economic Development (ICED) Loans
 - :: Taxable and Tax-Exempt Industrial Revenue Bonds (IRB)
- Tax Incentives
 - :: Foreign Trade Zone (FTZ) 77
 - :: Payment-in-Lieu-of-Tax (PILOT)
 - :: Tax Increment Financing (TIF)
- COVID-19 Assistance
 - :: Neighborhood Emergency Economic Development (NEED) Grant
- International Port of Memphis
 - :: The Frank C. Pidgeon Industrial Park, Presidents Island, and McKeller Lake
 - :: Harbor Dredging
 - :: New Multi-Modal Marine Freight Facility
- Small Business Technical Assistance
 - :: EDGE Provides Financial Assistance for SBA Emerging Leaders Program
 - :: EDGE Provides Financial Assistance for the Small Business Development Center (Southwest Tennessee Community College)
- Workforce Development
 - :: America's Promise Grant/MOVE-HIRE*
 - :: Industry outreach, assessment, and training support

*Funded by the U.S. Department of Labor

BOARD OF DIRECTORS

EDGE, Depot Redevelopment Corporation, and the Industrial Development Board

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Thomas Dyer, Vice Chairman
Dr. Florence Jones, Secretary
Larry Jackson, Treasurer
Natasha Donerson
Councilman Edmund Ford, Sr.
Mark Halperin
Commissioner Mickell Lowery
Jackson Moore
Johnny B. Moore, Jr.
Cary Vaughn

Memphis and Shelby County Port Commission

Johnny B. Moore, Jr., Chairman
Larry Jackson, Secretary/Treasurer
Thomas Dyer
Mark Halperin
Robert Knecht
Jackson Moore
Cliff Norville

Greater Memphis Alliance for a Competitive Workforce

Jackson Moore, Chairman
Thomas Dyer, Vice Chairman
Cary Vaughn, Secretary
Larry Jackson, Treasurer *

** Mr. Jackson is an Officer of the Board, but does not hold the position of GMACWorkforce board member.*

President & CEO, EDGE and Related Entities

Reid Dulberger

Vice President, Port and Industrial Properties; Executive Director, Memphis & Shelby County Port Commission

Randy Richardson

Executive Director, Greater Memphis Alliance for a Competitive Workforce

Alan Gumbel

General Counsel, EDGE and Related Entities

Mark E. Beutelschies
Farris Bobango PLC

EDGE

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Memphis, TN 38106-2504
Phone: 901.948.4422 | Fax: 901.775.9819
www.portofmemphis.com

GMACWorkforce

100 Peabody Place | Suite 1100
Memphis, TN 38103-3652
Phone: 901.341.2100
www.gmacworkforce.com