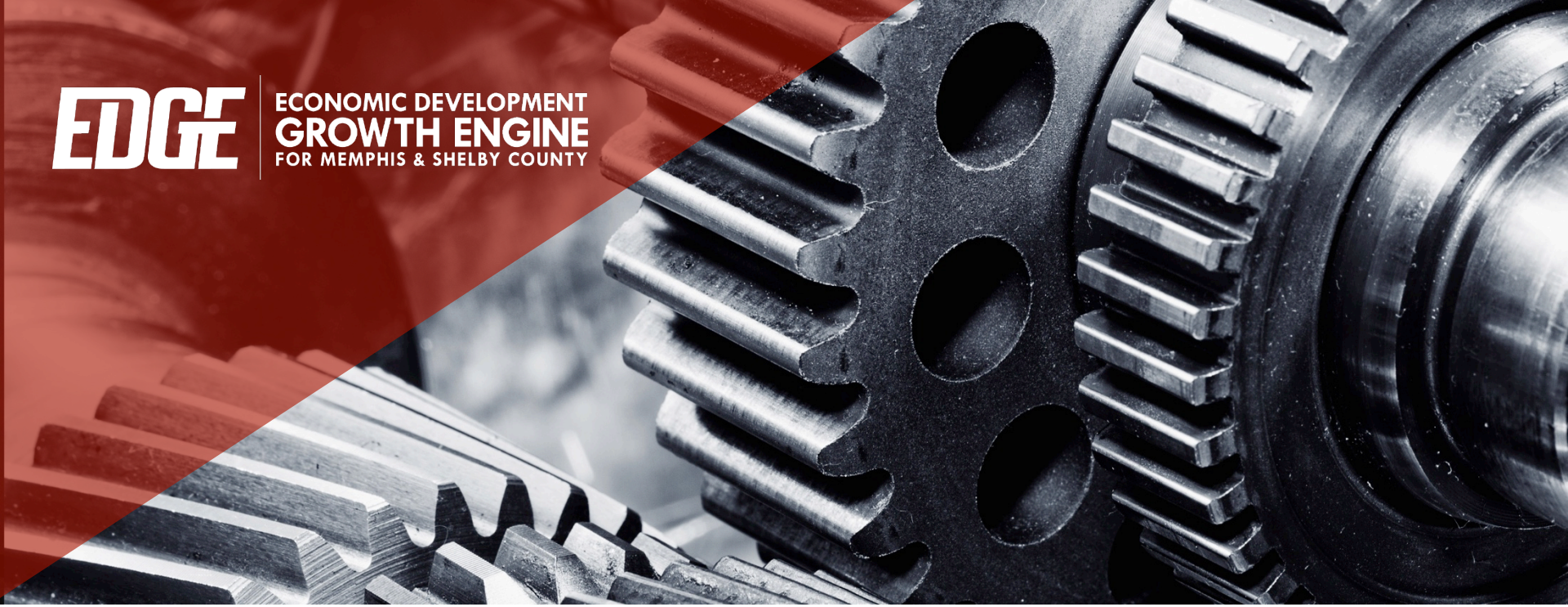




ECONOMIC DEVELOPMENT  
**GROWTH ENGINE**  
FOR MEMPHIS & SHELBY COUNTY



## PILOT Recipient Spending

2012-2016 Report | Revised April 27, 2018

Presented by: Reid Dulberger  
President & CEO of EDGE

Chief Economic Development Officer for Memphis & Shelby Co.

# Definitions

## Certified Local Company

Small business located within the Memphis Metropolitan Statistical Area that has been verified by The City of Memphis Office of Contract Compliance or the Shelby County Equal Opportunity Compliance Program. Certifications from Tri-State Minority Supplier Development Council, Uniform Certification Agency and Women's Business Enterprise National Council were also accepted for PILOT projects approved prior to adoption of new LBP policies in 2017. All businesses in this report can be classified as an MBE, WBE or LOSB.

## LBP: EDGE Local Business Participation Policy

Commitment by PILOT Recipient to spend a certain amount related to the project with MWBE's between the date of approval and the expiration of the PILOT term. Prior to 2009, participation in the program known as the Jobs Plus Voluntary Program was voluntary. In 2009, IDB/EDGE policies mandated PILOT recipients contract with Certified Local Companies as previously defined.

## LOSBS: Locally-Owned Small Business

Businesses who have been certified by the Shelby County Equal Opportunity Compliance office. The businesses must be under designated revenue limits and at least 51% owned, operated, and controlled by a Shelby County resident and located within the boundaries of Shelby County, Tennessee. Since Shelby County did not have a specific MWBE program prior to 2017, the IDB/EDGE allowed County Certified LOSBs. These companies were not identified by race, ethnicity, gender, or place of national origin.

## MBE: Minority Business Enterprise

Company certified as 51% owned and controlled by African-Americans, Asian-Americans, Hispanic-Americans and/or Native-Americans. Within the MBE category, specific race, ethnicity or place of national origin was able to be collected from certifying documents for 91 of the 96 MBEs in the report. Women-owned businesses known to fall within one of these groups have been categorized as MBE and not WBE.

## PILOT Recipient

Company receiving benefits under the Payment-in-Lieu-of-Tax program administered by EDGE and its affiliated entities.

## WBE: Woman Business Enterprise

Company certified as 51% owned and controlled by females. Women-owned businesses known to fall within a group based on race, ethnicity or place of national origin qualifying it for MBE status have been categorized as MBE instead of WBE. Of the remaining 99 WBEs recognized in this report, 70 are owned by white females and race, ethnicity or national origin was not available from certifying documents for 29 female owned businesses.

# PILOT Recipient Spending Report | 2012-2016

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## Report Participants

62

Active PILOT  
Recipients

Reporting Activity



354

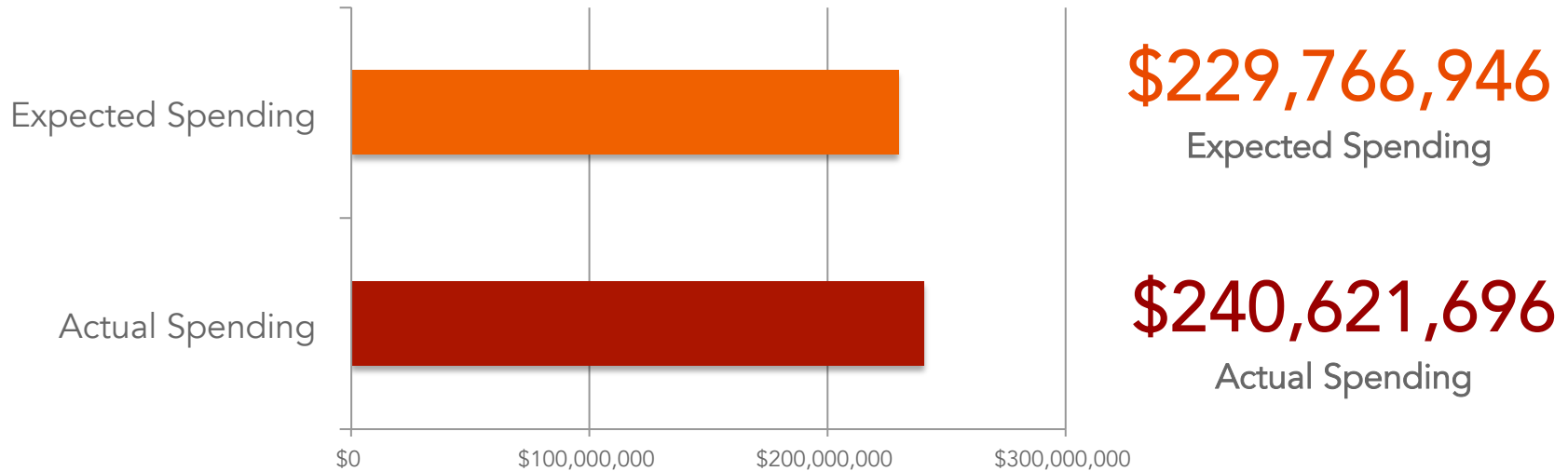
Certified Local  
Companies

Received Contracts from  
Reporting PILOT Recipients



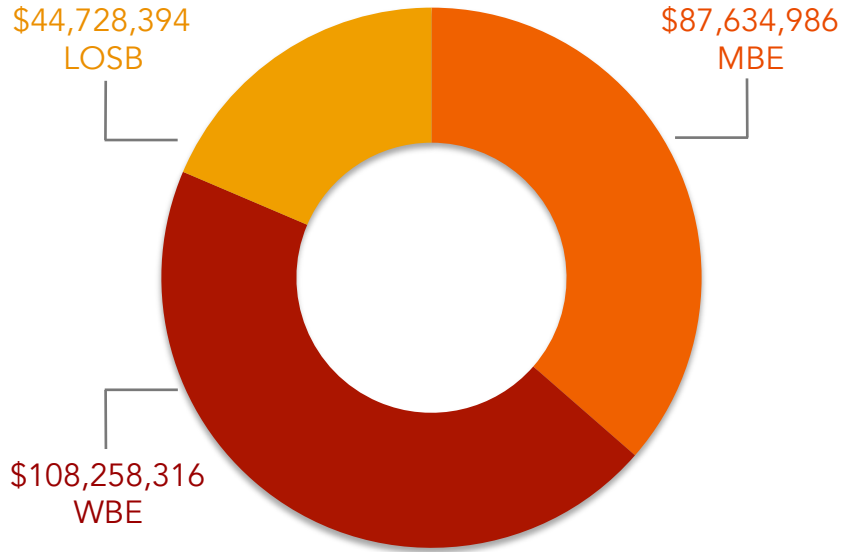
# PILOT Recipient Spending Report | 2012-2016

## Spending with Certified Local Companies

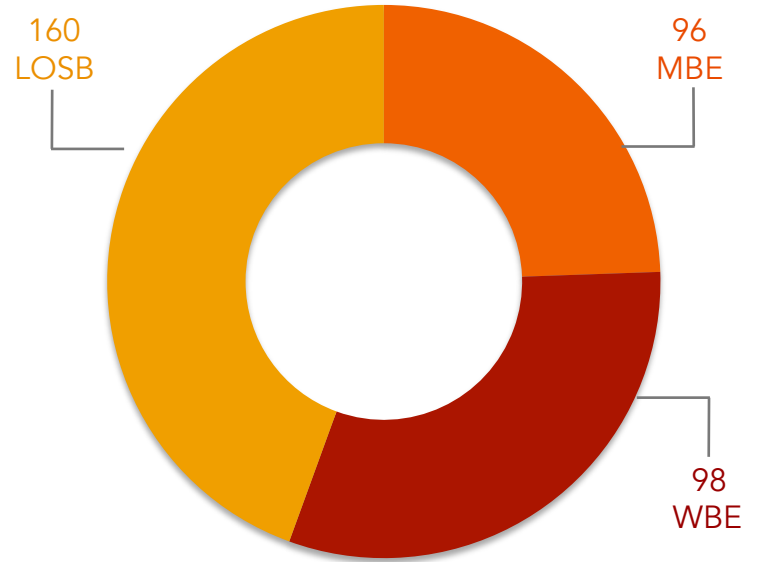


# PILOT Recipient Spending Report | 2012-2016

## Spending with Certified Local Companies



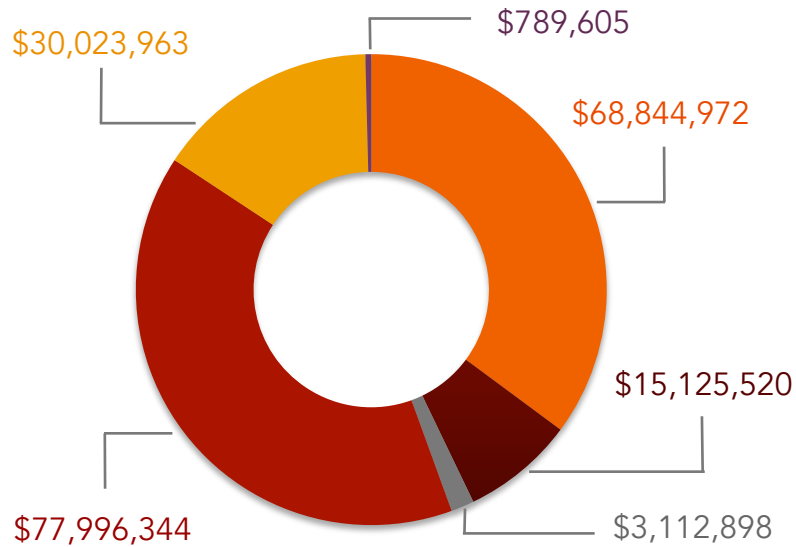
SPENDING



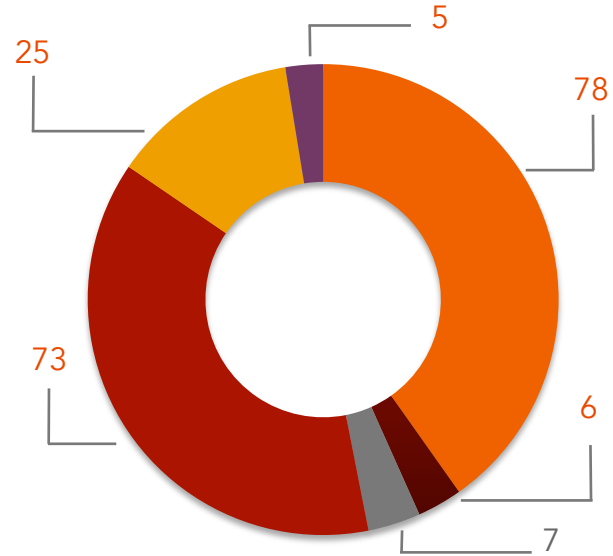
NUMBER OF COMPANIES

# PILOT Recipient Spending Report | 2012-2016

Spending with Minority & Women-Owned Companies (LOSBs Removed)



SPENDING – \$196 Million



NUMBER OF COMPANIES - 194

# PILOT Recipient Spending Report | 2012-2016

## Spending with Certified Minority-Owned Businesses



96

Number of Local Companies



\$87,634,986

Total Spending



\$912,864

Average Spending per WBE

## TOP 10

SMS Contractors  
\$11,873,900

Tri-State Plumbing Heating Air  
\$11,002,725

Gipson Mechanical  
\$10,624,810

Shelby Packaging and Logistics  
\$6,343,005

Brighter Days and Nites  
\$5,592,404

Prestigious Placement  
\$3,919,471

A-1 Electrical Contractors  
\$3,079,540

Immaculate Landscaping  
\$2,456,393

Wooten Mechanical  
\$2,451,500

MIG Construction  
\$2,176,990

# PILOT Recipient Spending Report | 2012-2016

## Spending with Certified Women-Owned Businesses



98

Number of Local Companies



\$108,258,316

Total Spending



\$1,104,677

Average Spending per MBE

## TOP 10

Southern Electric Controls  
\$23,777,939

Sigma Supply  
\$13,535,060

Fayette Janitorial Service  
\$7,471,820

Pyramid Electric  
\$6,727,864

Diversified Conveyors  
\$6,345,834

Memphis Business Interiors  
\$4,365,305

Waterproofing Systems  
\$4,323,292

Provide Staffing Services  
\$3,721,602

Signet Inc.  
\$3,626,073

Stratos, Inc.  
\$2,394,829



# PILOT Recipient Spending Report | 2012-2016

## Spending with Certified Locally-Owned Small Businesses



160

Number of Local Companies



\$44,728,394

Total Spending



\$279,553

Average Spending per LOSB

## TOP 10

Complete Maintenance  
\$7,129,669

CLE Woods  
\$5,041,270

Bluff City Fire Protection  
\$3,600,069

W.A. Soefker  
\$3,507,272

TKE Inc.  
\$3,148,994

Servco  
\$2,745,585

HVAC Technologies  
\$2,283,739

Advance Memphis  
\$2,159,050

Shelby Railroad Service  
\$2,124,857

Lincoln Glass Co.  
\$1,356,011

# PILOT Recipient Spending Report | 2012-2016

## Certified Local Companies Contracting with PILOT Recipients

1Link Technology	WBE	Advanced Plumbing	LOSB	Black Lion Security	MBE
1source	MBE	AFRAM Services	MBE	Blair Construction	MBE
3B's Company	MBE	Allworld Project Management	MBE	Blind Ambition	WBE
A Simple Solution	LOSB	American Business Solutions	LOSB	Blue Line Investigation	WBE
A to Z Advertising	MBE	American Electrical Contractors	WBE	Blue Sky Couriers	LOSB
A&B Construction	WBE	American Systems for Business	WBE	Blues City Tours	MBE
A&I Travel Service	WBE	Ameripride Services	LOSB	Bluff City Electronics	LOSB
A1 Electrical Contractors	MBE	Amnesty Professional Services	MBE	Bluff City Fire Protection	LOSB
A-1 Printing Services	MBE	Answering Advantage	LOSB	Bond Janitorial Services	MBE
AAA Safe & Lock	LOSB	APG Office Furnishing	WBE	Bonner Construction	LOSB
ABM Building Services	WBE	April Smith-Carter	WBE	Bright Construction	LOSB
ACC Rebuilders	LOSB	APS Facility Maintenance	MBE	Brighter Days and Nites	MBE
Accent Window Services	LOSB	Armstrong Relocation	WBE	Business Forms & Systems	WBE
Access Data Network Solutions	WBE	Artizan Constructors	MBE	Business Promotions	WBE
Ace Tool Repair	WBE	Atkins Landscaping	LOSB	C & J Trophy Engraving	LOSB
Action Chemical	WBE	Aztec Masonry	MBE	C & M Trucking	MBE
Action Environmental	LOSB	B Four Plied	WBE	Cannon Brothers Heat & Cool	LOSB
Adept Inc	WBE	Band Aid Group	LOSB	CDA	MBE
Advance Memphis	LOSB	Barham Cain Mynatt	LOSB	Chad Stewart & Assoc	LOSB
Advanced Industry Support	LOSB	Behind The Scenes	WBE	Charles H. Hill Construction	MBE

# PILOT Recipient Spending Report | 2012-2016

## Certified Local Companies Contracting with PILOT Recipients

Chism Hardy Enterprises	MBE	Debra Winston	WBE	Enosis Touliatos	WBE
Chris More	LOSB	Delta Janitorial	MBE	Enpro	LOSB
CII Diversities	MBE	DePouw Engineering	LOSB	EnviroRem	WBE
Clarion Security	WBE	Digital Now	LOSB	EPCO Services	WBE
Clark & Coburn	WBE	Dillard Door & Security	LOSB	ETI Corporation	LOSB
CLE Wood Products	LOSB	Diversified Conveyors	WBE	Ewing Moving and Storage	MBE
Cobb Plumbing	LOSB	Diversified Products	LOSB	EZR Mgmt	LOSB
Commercial Interior Finishes	LOSB	Division 10 Inc	WBE	Fast Signs	LOSB
Complete Facilities Maintenance	LOSB	Dixon Services	MBE	Fayette Janitorial Service	WBE
Comspark International	MBE	Donelsons Catering	MBE	Flagcenter.Com	WBE
Connections Cabling	LOSB	Double R Rebar	LOSB	Floied Fire Extinguisher	LOSB
Consolidated Electrical	LOSB	DPH Mechanical Contractors	LOSB	Forklifts ETC	LOSB
Cor-Bits Coring & Cutting	WBE	Dreamspun	LOSB	Four R Marketing	WBE
Corky Catering	LOSB	Easley Transportation	LOSB	Fred Balton Company	LOSB
Corporate Interior Cleaning	MBE	Edge Biologicals	LOSB	Freeman Industrial	MBE
CSS Building Services	WBE	Electrical Testing & Maint Corp	LOSB	Fresh Start Contracting	MBE
DataComm Services Corp.	LOSB	Electronic Vaulting Services	WBE	Fresh Start Janitorial	WBE
David Kelly Productions	LOSB	EmbroidMe	MBE	G7 Environmental Services	LOSB
Davis & Davis	MBE	Emma Sterling	LOSB	Galloway Construction & Pest Mgmt	MBE
Deaf Connect of the Mid South	LOSB	Encore Propane	LOSB	Generalized Maintenance Services	LOSB

# PILOT Recipient Spending Report | 2012-2016

## Certified Local Companies Contracting with PILOT Recipients

Generator Power Systems	LOSB	Immaculate Landscaping	MBE	JW Cleaning	LOSB
Gibson Propane	LOSB	Impressions Meetings & Incentives	WBE	Kalb Equipment	LOSB
Gipson Mechanical	MBE	Industrial Equipment & Specialties	WBE	Karin Thompson	LOSB
GMB Solutions	LOSB	Industrial Machine	LOSB	Kenny Floor Inc.	LOSB
Gorham Schaffler	LOSB	Industrial Power	LOSB	Kerr Brothers	MBE
GreenScape Mgmt	LOSB	Industrial Sales Co of Memphis	WBE	Kersey Wike Assoc	LOSB
Greentech Inc.	LOSB	Insulation and Refractories	LOSB	Kimberly Kupiszewki	LOSB
Greg Pilcher Construction	LOSB	Integrated Communication	LOSB	Kleen Cut Lawn Services	LOSB
Guy Brown Management	MBE	Integrity Drywall	MBE	KUMA(KBDG)	LOSB
Hardin & Sons Plumbing	LOSB	Interior Focus	WBE	Lambs Machine Works	LOSB
Hemline Inc	WBE	Interior Solutions	LOSB	Lanigan Worldwide Moving	WBE
HGD Waste Solutions	LOSB	InterScapes	LOSB	Larry W. Flannigan	LOSB
Hill Services	LOSB	J&D Resources	WBE	Laser Recharge, Inc.	LOSB
Hollingsworth Paving	LOSB	JA Fulmer & Sons Hardware	LOSB	Lean Labor	LOSB
Holmes Services	LOSB	Jamnu H. Tahiliani & Assoc	MBE	Lenahan Smith & Bargiachi	LOSB
Horizon of Memphis	WBE	Jan-Pro of Memphis	WBE	Leon Craig Pest Control	MBE
HRO Partners	LOSB	January Services	LOSB	Liberty Electric	WBE
HVAC Technologies	LOSB	Jim Neely's BBQ	MBE	Lifesigns of Memphis	LOSB
Image Environmental	LOSB	JIM Promotions	WBE	Light Bulb Depot	LOSB
		JNJ Logistics	LOSB	Linco Safety Signs	WBE

# PILOT Recipient Spending Report | 2012-2016

## Certified Local Companies Contracting with PILOT Recipients

Lincoln Glass Co	LOSB	Memphis Chemical & Janitorial Supply	MBE	Murden Delivery Service	LOSB
Linda Hawkins	WBE	Memphis Communications	LOSB	Nance Mechanical Services	LOSB
Luttrell Belting Supply Co. Inc.	WBE	Memphis Fence Co (Turbeville Fence LLC)	LOSB	New Tech Packaging	LOSB
M & D Coatings	LOSB	Memphis Ice Machine	LOSB	Northwest Contracting Services	LOSB
Mag Tech	MBE	Memphis Value and Fitting	LOSB	Nu Era pest Control	MBE
MaggieMoos of Memphis	LOSB	Menard Gates & Mathis	LOSB	Oakes Landscape	LOSB
Magnificent Technology (Magtech Lab)	MBE	MIC Sales	LOSB	Odorzone LLC	WBE
Mahar Tooling	WBE	Mid-South Erosion Control	WBE	Olympic Career Training Institute	LOSB
Main Supply & Fastener	LOSB	Mid-South Instrument	LOSB	Omni Staffing	MBE
Maintenance Supply	LOSB	Mid-South Pipe and Valve	WBE	OTP Container	MBE
Marolyn Howe P.E.	WBE	MIG Construction	MBE	Owen's Construction Services	WBE
Matthews Contract Painting	MBE	Mig Steel Fabrication	MBE	Pallet Plus Inc	MBE
MAU	MBE	Miguel Ibanez	LOSB	Pallets Your Way	WBE
McCord Acoustics	LOSB	Millenium Search	MBE	Paramount Uniform Rental	LOSB
McDowell Marketing	WBE	Miller Protective	LOSB	Pat's Pro Cut of Memphis	WBE
MEDFAC Engineering	LOSB	Mississippi River Office Solutions	WBE	Paynes & Sons Grading	MBE
Medford Roofing	WBE	Mitchell & Sons	LOSB	Pearson Safety Services	WBE
Memphis Bearing & Supply	LOSB	MJ Contracting	MBE	Peifer Companies	LOSB
Memphis Business Interiors	WBE	MMBC	MBE	Phelps Security	WBE
Memphis Carpet Cleaning	MBE	Modular Designs of Memphis	WBE	Plant Maintenance	LOSB

# PILOT Recipient Spending Report | 2012-2016

## Certified Local Companies Contracting with PILOT Recipients

Pop Solutions	LOSB	Recycle Solutions	LOSB	Small Business Services	MBE
Power Tools Inc.	LOSB	Red Rover Company	LOSB	SMS Contractors	MBE
Precise Concrete Works	MBE	Renaissance Group	LOSB	Soefker Services	LOSB
Precision Door Service	WBE	Right Resource Management	MBE	Solar Tech (Weakley & Associates)	WBE
Premium Floor Care	WBE	Savage Brothers	LOSB	Solar Tech Glass Tinting	WBE
Prestigious Placement	MBE	SCS Environmental Co.	WBE	South Central Contractors	LOSB
Prime Restoration	WBE	Scurlock Construction	MBE	South Memphis Fence	MBE
Process & Power	LOSB	Security Fire Protection	LOSB	Southeastern Coatings	LOSB
Professional Painter Enterprise	MBE	Self Tucker Architects	MBE	Southern Associated Sales	MBE
Professional Staffing Company (PSC)	WBE	Servco	LOSB	Southern Electric Controls	WBE
Professional Technologies Group	MBE	Service Master Facilities Maintenance	MBE	Southern Sales	MBE
Proscan Technologies	LOSB	Shelby Packaging and Logistics Inc	MBE	Southern Spray	LOSB
Provide Staffing Services	WBE	Shelby Railroad Service	LOSB	Southland Enterprises	MBE
PSC Staffing	WBE	Shred Shop of Memphis	WBE	Spaces Group	WBE
Pyramid Electric	WBE	Sides Cleaning	LOSB	Spikner the Embroidery Co	MBE
Quality Painting & Decorating	MBE	Sigma Supply Inc. (AR)	WBE	SR Consulting	WBE
Quality Safe & Lock	MBE	Signet Inc	WBE	SR Delivery Service	MBE
R&R Plumbing	WBE	Simply Fabulous	LOSB	Staffrunner Inc	MBE
Ram Tool & Supply	MBE	Simpson Construction	LOSB	State Systems	LOSB
Rebecca Boyd	WBE	SKB	MBE	Sterling Building Specialists	MBE

# PILOT Recipient Spending Report | 2012-2016

## Certified Local Companies Contracting with PILOT Recipients

Stratos Inc (ServiceMaster by Stratos)	WBE	TKE (Talent Force Staffing)	LOSB	Versa Tech Office Installation	LOSB
Summerall Electric Co	LOSB	Transportation Resources	WBE	VuCon LLC	MBE
Summitt Management Corp	MBE	Travel Leaders	WBE	W.A Soefker & Sons	LOSB
Sundance Stripping	LOSB	Treadwell-Chambers Roofing	MBE	Walker & Associates	MBE
Superior Industrial Supply	WBE	Trench Safety & Supply	WBE	Walker J Walker	LOSB
Surge Electrical Contractors	MBE	Tri-State Bank of Memphis	MBE	Washington Graphics Design	MBE
Technical Maintenance	WBE	Tri-State Industrial	LOSB	Waterproofing Systems	WBE
Teems & Demoville Mechanical	LOSB	Tri-State Plumbing Heating and Air	MBE	White Construction & Associates	MBE
The Finishing Touch	LOSB	Tri-State Printing	LOSB	Wooten Mechanical	MBE
The Merry Cook	WBE	Tri-State Valve Company	LOSB	Worksite Consultants	WBE
The Pallet Factory	LOSB	Turtle and Hughes	WBE	Worldwide Label & Packaging	MBE
The Pro's Painting Company	LOSB	Ultimate Attire & Solutions	WBE	Wright Concept	MBE
The Reaves Firm	LOSB	Ultra Clean	LOSB	Yuletide Office Products	LOSB
Thompson Hospitality	MBE	Uncle Lou's Fried Chicken	LOSB	Zebra Marketing	WBE
Thompson Machinery	LOSB	Uniform Masters	LOSB	Zycron Computer	MBE
Thomson Engineers	LOSB	Unique Plumbing Services	LOSB		
Threatt Construction Corporation	MBE	Unistar-Sparco	MBE		
Three Point Graphics	WBE	Universal Commercial	MBE		
Tile Shop	WBE	V. McGee Trucking	WBE		
Tioga Environmental Consultants	WBE	Vanguard Inc	WBE		



Thank You.