

*Community Builder PILOT Proposal*

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# Binghampton Gateway Center

Dorian Spears &  
Emmett McKnight

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*Binghampton Development Corporation  
(BDC)*

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# Project Overview

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- 48,565 sq.-ft. Grocery-Anchored Commercial Development
- Located at SE Corner of Tillman and Sam Cooper
- \$6.8 MM Capital Investment
- 55 Net New Jobs
- 15-year Community Builder PILOT
  - 75% City and County Abatement





## Binghampton Development Corporation (BDC)

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# Background

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*Binghampton BDC has been working on a holistic community development strategy since July 2003 to address long-term systemic poverty in the neighborhood.*

- Binghampton's Boundaries – Summer (North), Holmes (East), Poplar (South), and East Parkway (West). 8,000 Residents Live in 3,000 Households
- 11% Housing Units Vacant or Abandoned
- 60% Occupied by Renters
- 33% Households No Wage Earners
- 27% No Access to Vehicle
- 80% Residents Say Area Needs a Grocery Store
- 50% Residents Say Ideal Location Should be at the Corner of Tillman and Sam Cooper
- Median Income \$26,000
- USDA Designated Food Desert





*Binghampton BDC*

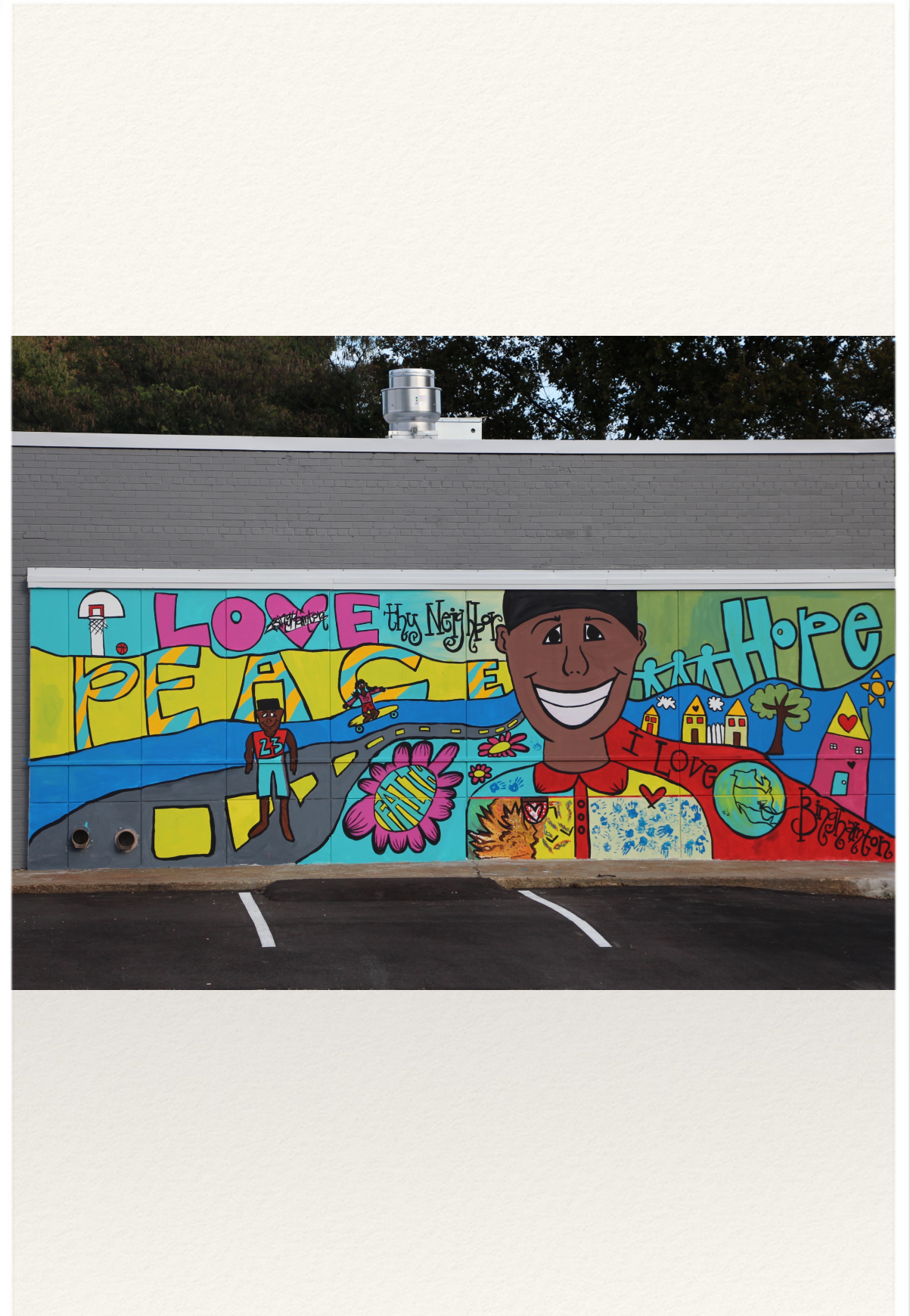
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# Background Continued

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*BDC investments to date*

- \$8M in Properties; \$7.8 in Programs
- 90 Renovated Homes
- 17 New Housing Units
- 30 Homes Sold
- 692 People to Avoid Foreclosure





## *Binghampton Gateway Center*

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# Plans for Space

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*48,565 Sq.-Ft. Grocery Anchored Commercial Development*

- 16,325 Sq.-Ft. National Value Grocer (Anchor)
- 10,000 Sq.-Ft. National Value Household Goods Retailer (Junior Anchor)
- 7,240 Sq.-Ft. Additional Retail space
- Parking Lot
- Site Development





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# Real Property Investment

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Category	Capital Investment
Purchase Price of Land	\$609,000
New Construction/Site Improvements	\$5,321,595
Soft Costs	\$914,660
Total	\$6,842,555

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*Binghampton Gateway Center*

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# Community Benefits

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*Addressing Significant Community Needs*

- Blight Abatement
- Food Access
- Local Job Access
- Hope
- Organizational Growth & Sustainability





*Binghampton Gateway Center*

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# Development Team

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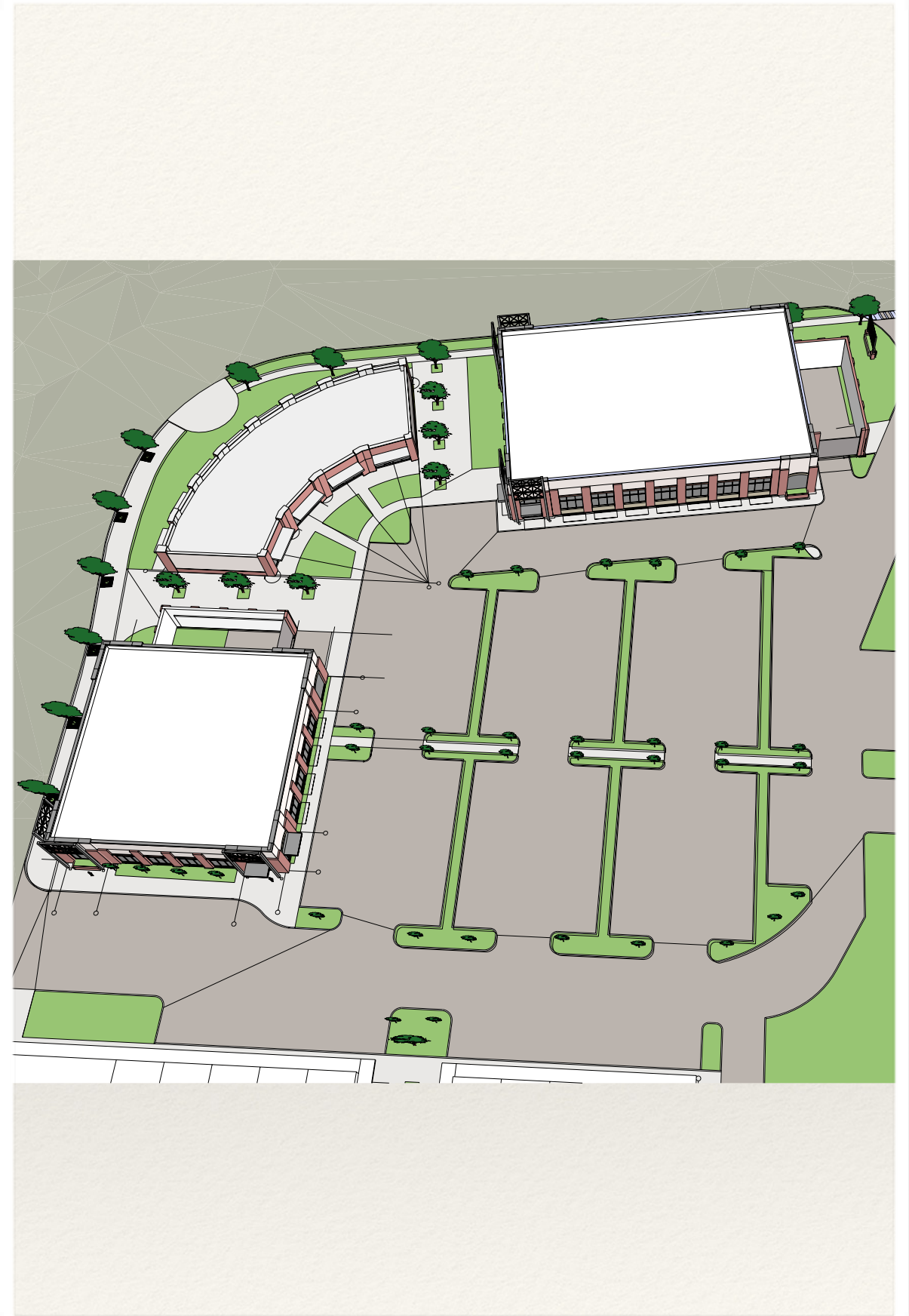
Steve Bowie – Commercial Development Advisor

Shawn Massey – Retail Leasing Advisor

Robert Montague – Board Member / Project  
Management Support

Noah Gray – Executive Director / Project Manager

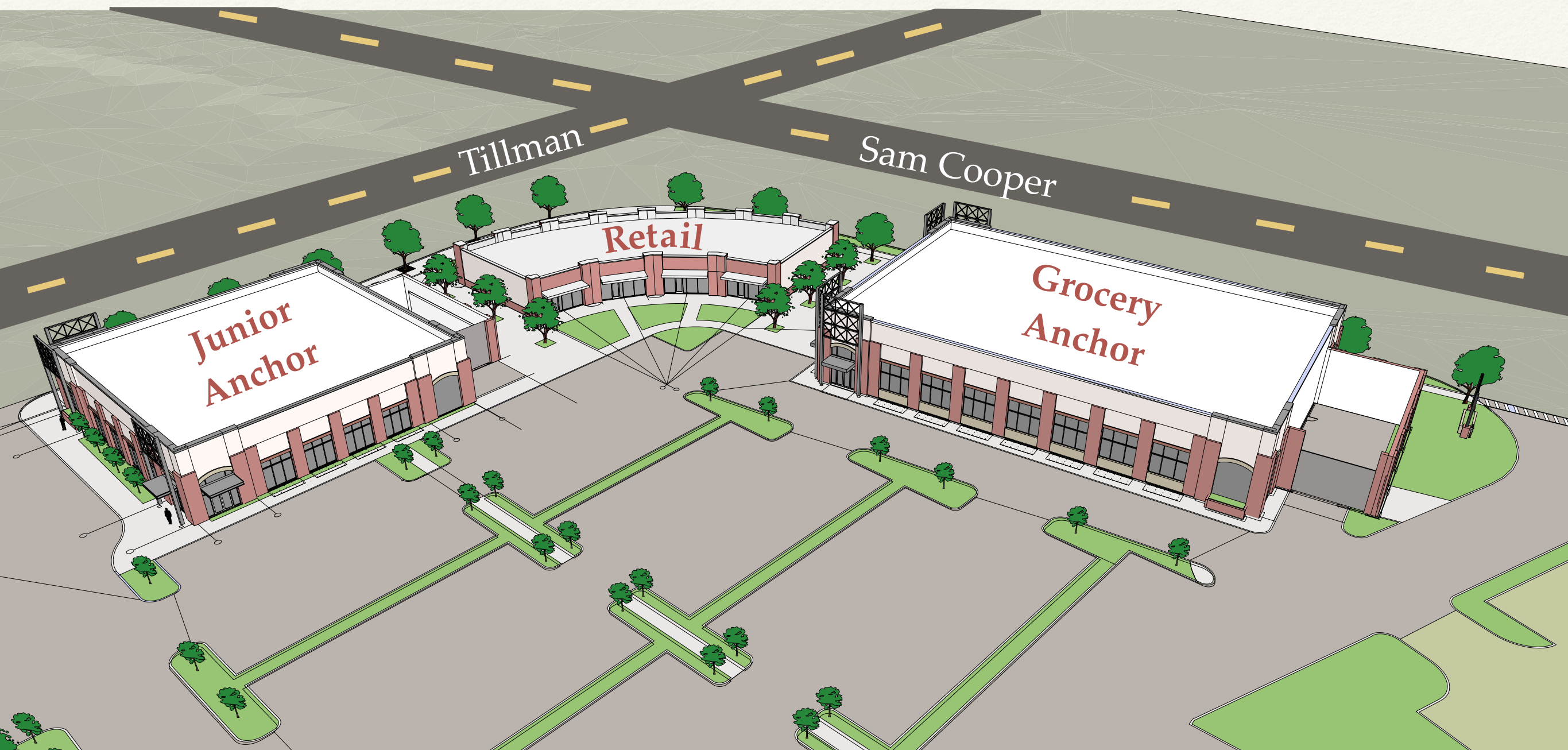
Fleming Architects and Kimley – Horn &  
Associates, Inc – Design Team













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(BDC)*

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MLB Uptown,  
LLC

Dorian Spears &  
Emmett McKnight

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*MLB Uptown, LLC*

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# Project Overview

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- 25,900 Sq.-Ft. Grocery Store
- Located at 544 Jackson Ave.
- Former Chism Trail Grocery
- \$4.8 MM Capital Investment
- 15-year Community Builder PILOT
  - 75% City and County Abatement



**Former Chism Trail Grocery Site  
544 Jackson Avenue  
Memphis, Tennessee**



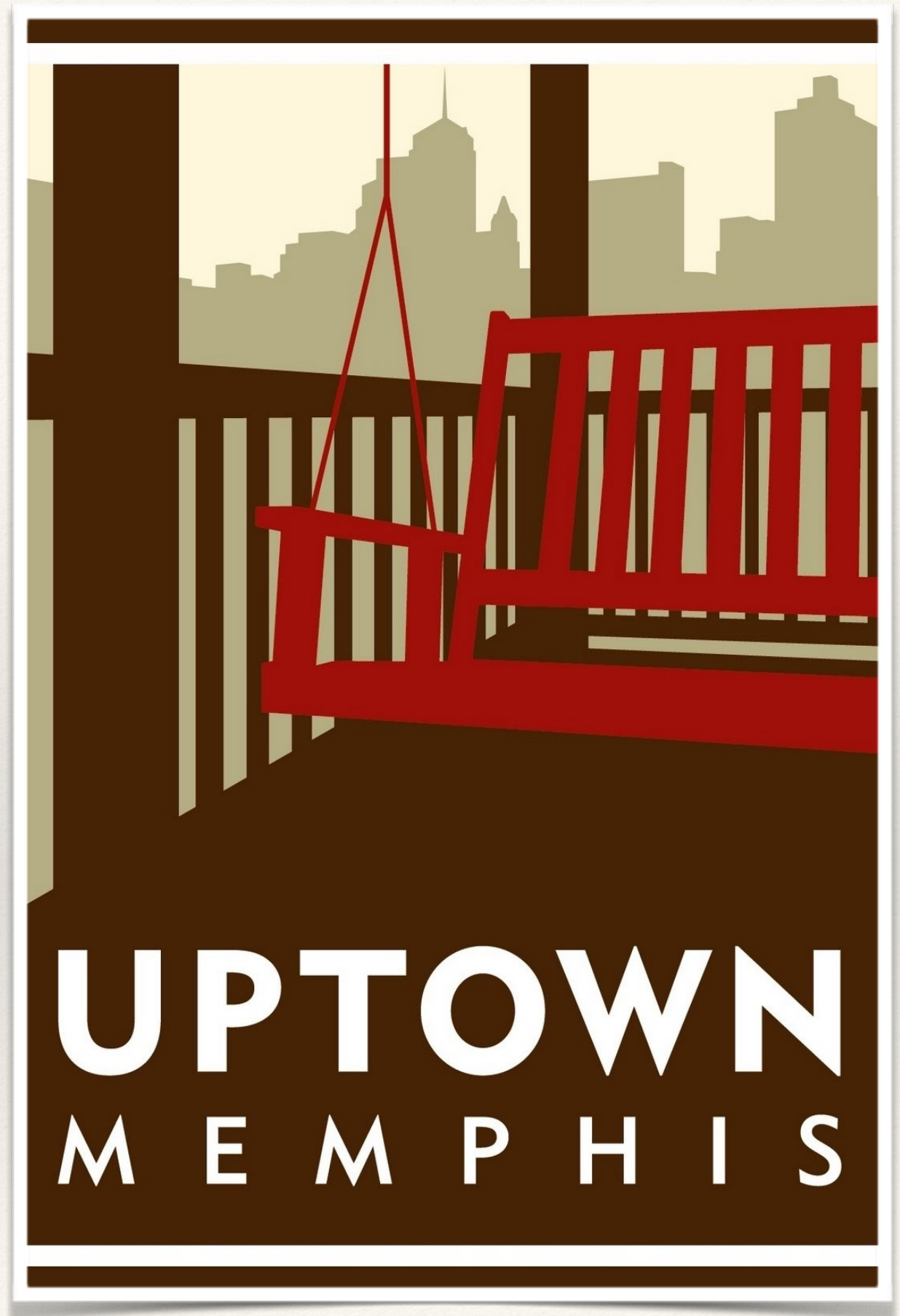
*MLB Uptown, LLC*

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# Background

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*MLB Uptown is a 501 c(3) that has managed \$150 MM in investment over a 100 city block area with 268 single family homes, 549 multifamily units, 69 senior units and has facilitated the development of 500 vacant parcels in the Uptown neighborhood. MLB Uptown is a USDA classified food desert with 68% of residents having low access to fresh foods.*





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# Real Property Investment

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Category	Capital Investment
Purchase Price of Land	\$717,000
Site Improvements	\$1,950,000
Soft Costs	\$350,000
Total	\$3,017,000

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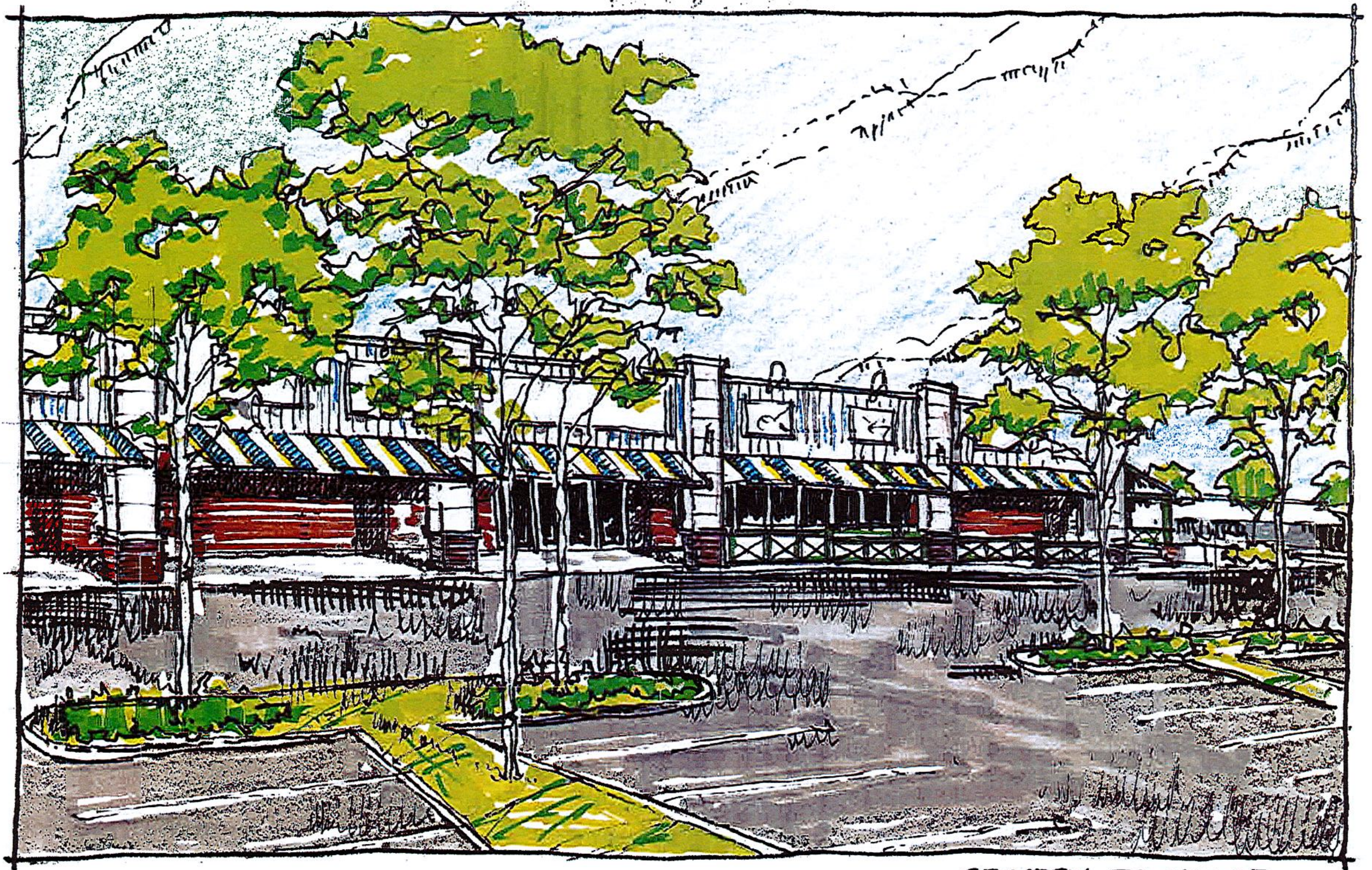
# Personal Property Investment

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Group	Capital Investment
Furniture, Fixtures, General Equipment & All Other Property Not Listed	\$1,800,000
Total	\$1,800,000

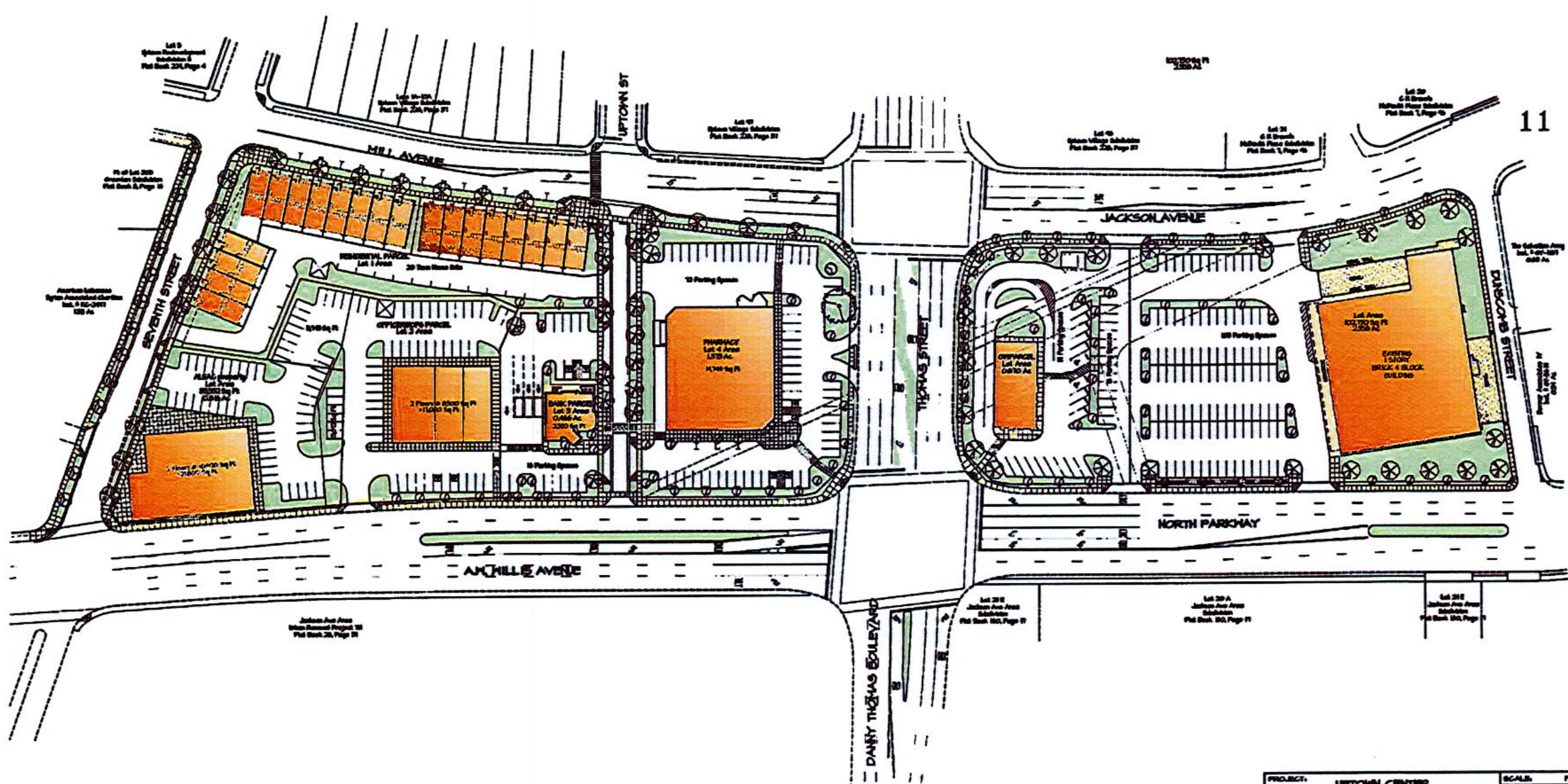
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GROCERY FRONTAGE





**SR CONSULTING, LLC**  
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 LANDSCAPE ARCHITECTURE  
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 Suite 200  
 Memphis, TN 38104  
 Tel: 901.571.0000  
 Fax: 901.571.0000  
 srconsulting@srconsulting.com

PROJECT:	UPTOWN CENTER	SCALE:	1"=50'
LOCATION:	MEMPHIS, TENNESSEE	DATE:	10/10/10
FOR:	HSA - ALSAC	DRAWN BY:	RSB
SHEET TITLE:	ALTERNATE II MASTER PLAN	CHECKED BY:	WJ
		JOB NO.:	07-0078
		SHEET NO.:	1 OF 1



*MLB Uptown, LLC*

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