



ECONOMIC DEVELOPMENT
GROWTH ENGINE
FOR MEMPHIS & SHELBY COUNTY

PILOT RECIPIENT
2012-2014 SPENDING REPORT



Based on
Reports From **52** Active PILOT Recipients



177 Certified Local Companies
Received Contracts From Reporting PILOT Recipients

PILOT RECIPIENT SPENDING WITH CERTIFIED LOCAL COMPANIES 2012-2014



■ City of Memphis

*Office of Contract Compliance
Verification – EDGE staff has yet to
determine exact certifying agency but
will work with City to do so.*

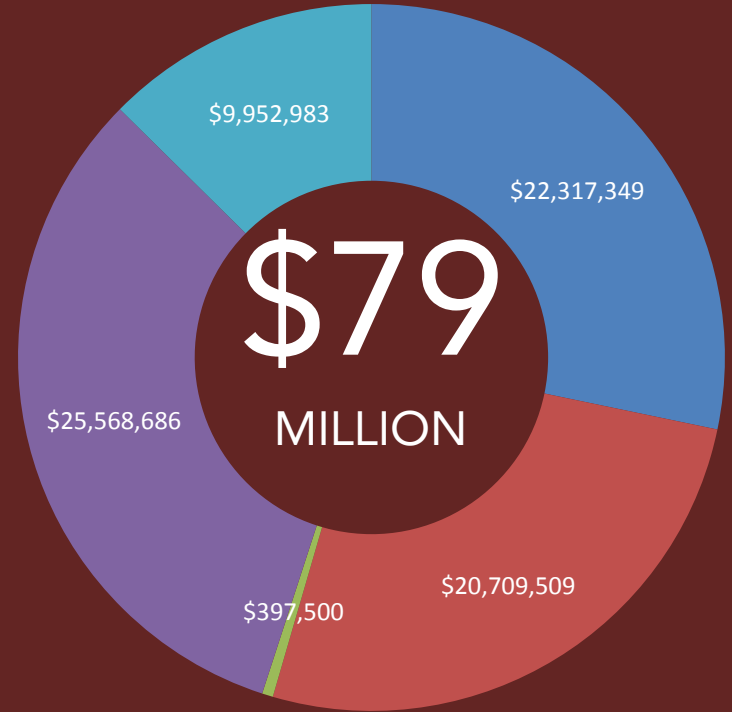
■ Shelby County

Accepted Certification Agencies

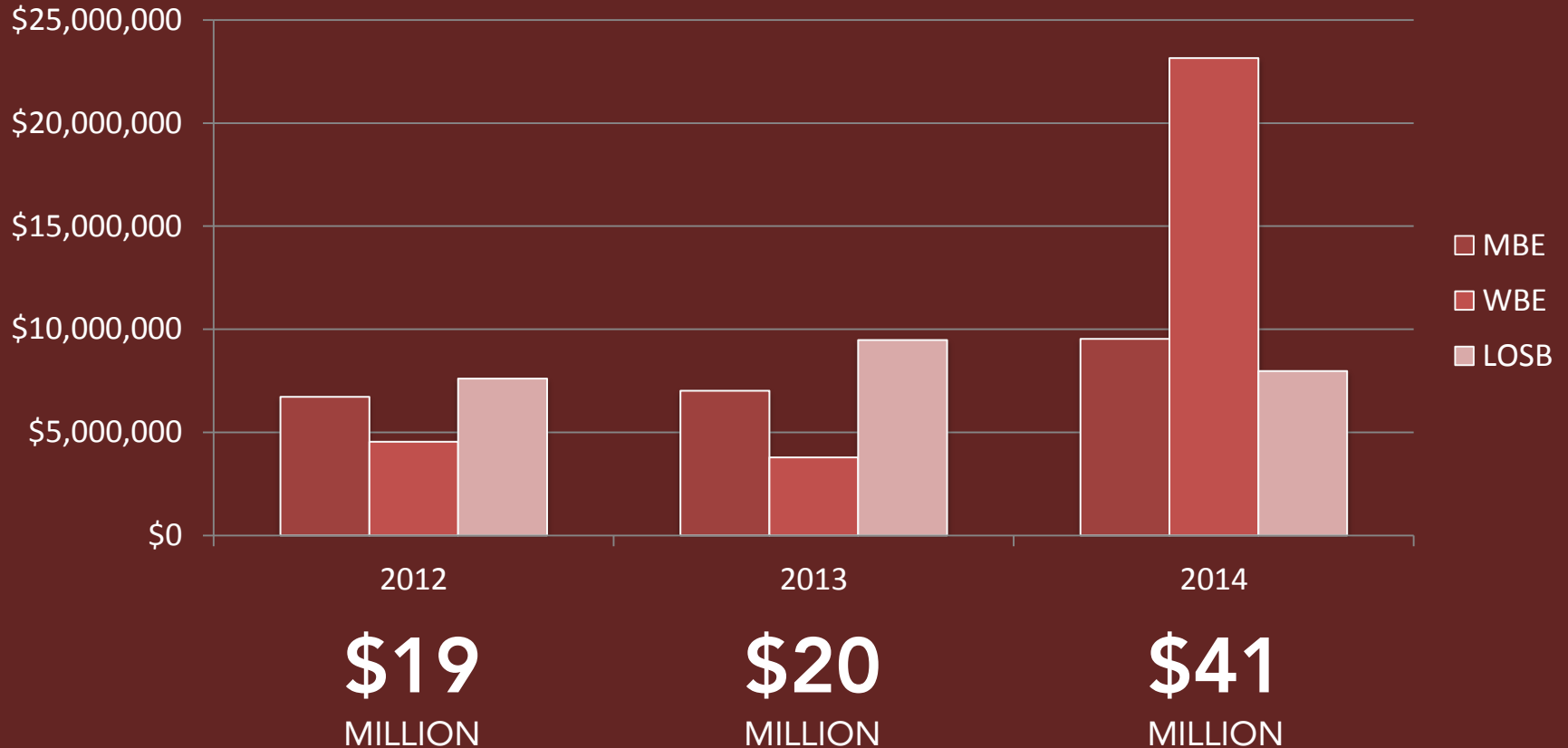
■ TSMSDC

■ UCA

■ WBENC



PILOT RECIPIENT SPENDING WITH CERTIFIED LOCAL COMPANIES 2012-2014



PILOT RECIPIENT SPENDING WITH CERTIFIED LOCAL COMPANIES 2012-2014

CERTIFIED MINORITY OWNED BUSINESSES	TOP 10	
<p>Number of Local Companies 57</p> <p>Total Spending \$23,282,301</p> <p>Average Spending Per MBE \$408,461</p>	<p>Tri-State Plumbing Heating Air \$10,099,224</p> <p>Staffrunner, Inc. \$1,618,720</p> <p>MIG Construction \$1,068,990</p> <p>Pallet Plus, Inc. \$821,035</p> <p>Aztec Masonry \$783,184</p>	<p>Unistar-Sparco \$681,088</p> <p>Chism Hardy Enterprises \$593,000</p> <p>Southland Enterprises \$523,000</p> <p>Walker & Associates \$491,738</p> <p>Shelby Packaging & Logistics \$488,221</p>

PILOT RECIPIENT SPENDING WITH CERTIFIED LOCAL COMPANIES 2012-2014

CERTIFIED WOMEN OWNED BUSINESSES	TOP 10	
<p>Number of Local Companies 64</p> <p>Total Spending \$30,914,577</p> <p>Average Spending Per WBE \$484,040</p>	<p>Pyramid Electric \$6,208,602</p> <p>Fayette Janitorial Service \$4,099,020</p> <p>Memphis Business Interiors \$3,173,370</p> <p>Southern Electric Controls \$2,436,642</p> <p>Sigma Supply \$2,373,649</p>	<p>R&R Plumbing \$1,893,085</p> <p>Jan-Pro of Memphis \$1,179,967</p> <p>Waterproofing Systems \$876,195</p> <p>Liberty Electric \$800,624</p> <p>Provide Staffing Services \$565,614</p>

PILOT RECIPIENT SPENDING WITH CERTIFIED LOCAL COMPANIES

2012-2014

CERTIFIED LOCALLY OWNED SMALL BUSINESSES	TOP 10	
<p>Number of Local Companies 56</p> <p>Total Spending \$24,749,149</p> <p>Average Spending Per LOSB \$441,949</p>	<p>Bright Construction Co. \$3,833,294</p> <p>CLE Wood Products \$3,422,796</p> <p>TKE Inc. \$3,148,994</p> <p>Servco \$2,576,201</p> <p>Bluff City Fire Protection \$2,576,201</p>	<p>Shelby Railroad Service \$1,831,456</p> <p>Advance Memphis \$1,565,112</p> <p>Lincoln Glass Co. \$884,379</p> <p>Image Environmental \$583,798</p> <p>The Pro's Painting Co. \$520,577</p>

CERTIFIED LOCAL COMPANIES CONTRACTING WITH PILOT RECIPIENTS

2012-2014

M 1source	W B Four Plied	W Clarion Security	M Freeman Industrial	L Kalb Equipment
M A to Z Advertising	L Barham Cain Mynatt	L CLE Wood Products	M Galloway Pest Management	L Kersey Wike Assoc
W A&B Construction	M Black Lion Security	L Commercial Interior Finishes	L Generator Power Systems	L Lean Labor
W A&I Travel Service	M Blair Construction	M Corporate Interior Cleaning	M Gipson Mechanic	L Lenahan Smith & Bargiachi
M A1 Electrical Contractors	W Blind Ambition	W D & B Enterprises	L GMB Solutions	M Leon Craig Pest Control
M A1 Printing Services	W Blue Line Investigation	M Davis & Davis	L Gorham Schallfer	W Liberty Electric
W Access Data Network Solutions	L Blue Sky Couriers	L DePouw Engineering	L Greg Pilcher Construction	W Linco Safety Signs
W Action Chemical	M Blues City Tours	L Dillard Door & Security	L Hardin & Sons Plumbing	L Lincoln Glass Co
W Adept Inc	L Bluff City Fire Protection	L Diversified Products	W Hemline Inc	W Luttrell Belting Supply
L Advance Memphis	L Bright Construction Co	W Division 10 Inc	L Image Environmental	L M & D Coatings
M Allworld Project Management	W Business Forms & Systems	L Double R Rebar	M Immaculate Landscaping	M Magnificent Technology
M Amnesty Professional Services	W Business Promotions	L Dreamspun	W Impressions Meetings	W Mahar Tooling
L Answering Advantage	L C & J Trophy Engraving	L Electrical Testing & Maint Corp	W Industrial Sales Co of Memphis	L Maintenance Supply
W APG Office Furnishing	M CDA	W Electronic Vaulting Services	W Interior Focus	W Marolyn Howe P.E.
M APS Facility Maintenance	L Chad Stewart & Assoc	M EmbroidMe	L Interior Solutions	M MAU
W Armstrong Relocation	M Charles H. Hill Construction	W EnviroRem	M Jamnu H. Tahiliani & Assoc	L McCord Acoustics
M Artisan Constructors	M Chism Hardy Enterprises	M Ewing Moving and Storage	W Jan-Pro of Memphis	W McDowell Marketing
L Atkins Landscaping	L Chris More	W Fayette Janitorial Service	M Jim Neely's BBQ	W Medford Roofing
M Aztec Masonry	M CII Diversities	L Forklifts ETC	W JIM Promotions	W Memphis Business Interiors

CERTIFIED LOCAL COMPANIES CONTRACTING WITH PILOT RECIPIENTS

2012-2014

M Memphis Chemical & Janitorial	M Precise Concrete Works	L Shelby Railroad Service	M Sterling Building Specialists	L Ultra Clean
L Memphis Fence Co	W Precision Door Service	W Sigma Supply Inc.	W Stratos Inc	M Unistar-Sparco
W Mid-South Pipe and Valve	W Premium Floor Care	W Signet Inc	L Summerall Electric Co	M Universal Commercial
M MIG Construction	L Proscan Technologies	L Simply Fabulous	W Superior Industrial Supply	W Vanguard Inc
W Miller Installations	W Provide Staffing Services	M SKB	L Teems & Demoville Mechanical	L Versa Tech Office Installation
W Mississippi River Office Solutions	W Pyramid Electric	L Soefker Services	L The Finishing Touch	M Walker & Associates
L Nance Mechanical Services	M Quality Painting & Decorating	W Solar Tech	W The Merry Cook	M Washington Graphics Design
W Odorzone LLC	M Quality Safe & Lock	L South Central Contractors	L The Pro's Painting Company	W Waterproofing Systems
L Olympic Career Training Institute	W R&R Plumbing	M South Memphis Fence	L The Reaves Firm	W Weakley & Assoc
M Omni Staffing	W Ram Tool & Supply	L Southeastern Coatings, Inc	M Tiger Supplies	M Wooten Mechanical
W Owen's Construction Services	L Renaissance Group	M Southern Associated Sales	W Tioga Environmental Consult.	W Worksite Consultants
L Packaging Associates	W Right Resource Management	W Southern Electric Controls	L TKE	M Wright Concept
M Pallet Plus Inc	M Scurlock Construction	M Southland Enterprises	W Transportation Resources	W Yuletide Office Products
L Paramount Uniform Rental	M Self Tucker Architects	W Spaces Group	M Treadwell-Chambers Roofing	W Zebra Marketing
W Pearson Safety Services	L Servco	M Spikner the Embroidery Co	W Trench Safety & Supply	
W Phelps Security	M Service Master Facilities Maint	W SR Consulting	M Tri-State Plumbing Heating Air	
M Power Tools Inc	M Shelby Packaging and Logistics	M Staffrunner Inc	L Turbeville Fence LLC	



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 certified by the Shelby County Equal Opportunity Compliance Program, Tri-State Minority Supplier Development Council, Uniform Certification Agency or Women’s Business Enterprise National Council.
MBE:	Minority Business Enterprise
LOSB:	Locally Owned Small Business
PILOT Recipient:	Company receiving benefits under the Payment-In-Lieu-Of-Tax program administered by EDGE and its affiliated entities.
TSMSCD:	Tri-State Minority Supplier Development Council
UCA:	Uniform Certification Agency
WBE:	Woman Owned Business Enterprise
WBENC:	Women’s Business Enterprise National Council