

APPENDIX A

PAYMENT-IN-LIEU-OF-TAX (PILOT) INCENTIVES ELIGIBILITY AND CONSIDERATION

<p align="center">JOB CREATION No Maximum Points</p>	<p align="center">WAGES Maximum 30 Points</p>	<p align="center">CAPITAL INVESTMENT Maximum 30 Points</p>	<p align="center">LOCATION Maximum 40 Points</p>
<p>Firms will be awarded points for each new job contributing to the City/County annual goal of net new jobs.</p>	<p>Firms are encouraged to pay wages that raise the Per Capita Income of Shelby County residents.</p> <p>The Published Annual Per Capita Income for Shelby County is \$32,420</p>	<p>Real and Personal Property for which PILOT benefits are being requested.</p>	<p>Firms locating in the City of Memphis and Shelby County:</p>
<p align="center">Criteria</p> <p>Number of Jobs:</p> <p>*15 - 50 1 point per 5 jobs (maximum 10 points)</p> <p>51 - 150 10 points plus 1 additional point per 10 jobs up to a (maximum of 20 points)</p> <p>151 - or more 20 points plus 1 additional point per 20 jobs</p> <p>For example: 150 - 20 points 250 - 25 points 350 - 30 points 450 - 35 points</p> <p>*Note: See Policy for CRC Projects.</p>	<p align="center">Criteria</p> <p>Plus or Minus 10% of the target wage</p> <p align="center">10 points</p> <p>Wages less than 90% of the target wage, subtract 2 points for each additional 5%. For example:</p> <p align="center">90% - 10 points 85% - 8 points 80% - 6 points</p> <p>For wages greater than 110% of the target, add 2 points for each additional 5% up to 30 points.</p> <p>For example: 110% - 10 points 115% - 12 points 120% - 14 points 125% - 16 points 130% - 18 points 135% - 20 points 140% - 22 points 145% - 24 points 150% - 26 points 155% - 28 points 160% - 30 points</p>	<p align="center">Criteria</p> <p><u>CRC Projects</u></p> <p>Less than \$500,000 0 pts.</p> <p><u>Regular PILOT</u></p> <p>Less than \$500,000 No</p> <p>\$500,000 - less than \$2 Million 5 pts.</p> <p>\$2Million - less than \$5 Million 10 pts.</p> <p>\$5 Million - less than \$10 Million 15 pts.</p> <p>\$10 Million - less than \$25 Million 20 pts.</p> <p>\$25 Million - less than \$40 Million 25 pts.</p> <p>\$40 Million and above 30 pts.</p> <p align="center">COMMUNITY REINVESTMENT CREDITS</p> <p>Existing bldg. valued less than \$5,000,000 of Shelby County Assessor's appraised value 5 pts.</p> <p>Existing bldg. valued at \$5,000,000 and above of Shelby County Assessor's appraised value 10 pts.</p> <p>See Policy regarding Net New Capital Investment</p>	<p align="center">Criteria</p> <p>Memphis City 20 points</p> <p>Shelby County 10 points (Shelby County=s unincorporated areas)</p> <p><u>Additional points for CRC Projects:</u></p> <p>Renewal Community Area - 20 points</p> <p>New Markets Tax Credit Area - 10 points</p>

*NOTE: See Memphis/Shelby County Industrial Development Board Policy for detailed definitions and explanations

Revised 7-1-03 s:\econ-dev\IDB\PILOTPacket\matrix

APPENDIX A (Page 2)

SCORE SHEET

The PILOT freeze is at 100%(City of Memphis) and 75% (Shelby County) of the improved value of the Real Estate and 100% (City of Memphis and 75% (Shelby County) of the Personal Property as provided in the PILOT Lease Agreement.

<u>POINTS</u>	<u>PILOT TERM</u>		
Less than 31	No Freeze	The Memphis/Shelby County Industrial Development Board has the discretion of giving bonus points for special circumstances.	
31 - 40	Three (3) year freeze		
41 - 50	Four (4) year freeze		
51 - 60	Five (5) year freeze		
61 - 70	Six (6) year freeze		
71 - 80	Seven (7) year freeze		
81 - 90	Eight (8) year freeze		
91 - 100	Nine (9) year freeze		
101- 110	Ten (10) year freeze		
111 - 120	Eleven (11) year freeze		
121 - 130	Twelve (12) year freeze		
131 - 140	Thirteen (13) year freeze		
141 - 150	Fourteen (14) year freeze		
151 or greater	Fifteen (15) year freeze		Fifteen (15) year maximum per Memphis City Council (2/20/96) and Shelby County Board of Commissioners (2/27/96) Resolutions.

--	--	--

Revised: 7-1--03 s:\econ-dev\IDB\PILOTPacket\atrx