

# Expansion Payment-in-Lieu-of-Tax (PILOT)



## MINIMUM REQUIREMENTS

- Retained Jobs - At least 100 Retained Jobs  
*To be counted, jobs must be 1,600 hours/year (FTE), pay at least \$13/hour excluding benefits with the employer covering at least 1/2 of the cost of health insurance. Both direct and third party contract employees are counted.*
- Capital Investment - At least \$10,000,000
- Current Operation - Applicant must have been operating and directly employing workers in Shelby County for ten consecutive years prior to applying for an Expansion PILOT.
- Local Business Participation - The PILOT applicant must comply with EDGE's Local Business Participation program requirements. At minimum, the PILOT recipient must spend an amount equal to 25% of hard construction cost and 15% of total PILOT savings with certified MWBE/ LOSB vendors.

## PROGRAM ELIGIBILITY

The following types of projects, facilities, and buildings may be considered for an Expansion PILOT:

- Industrial projects constructed to manufacture, assemble, process, fabricate, and distribute agricultural, mining, biomedical, electronics, food, chemical, alternative fuels, automobiles, or other products
- Pollution control projects
- Distribution facilities
- Office buildings and service facilities
- Major tourism projects
- Other non-retail commercial projects

The following types of projects are not eligible for an Expansion PILOT:

- Projects that are already underway or have begun construction
- Projects for Housing, Entertainment, and Recreation Facilities
- Retail projects
- Speculative projects

## SCORING CRITERIA

To insure that every Jobs PILOT benefits the entire Memphis community, EDGE evaluates each project based on the following criteria

1. Number of Net New Jobs
2. Average Annual Wage, *excluding benefits*
3. Capital Investment
4. Location in the city limits of Memphis vs Unincorporated Shelby County
5. Location in New Markets Tax Credit Program Eligible Census Tract
6. National or International Headquarters
7. Local Business Participation Program Commitment
8. Minority/Women Owned Business Enterprise-certified

*For an estimate of PILOT benefits and length of term, please visit [www.growth-engine.org](http://www.growth-engine.org).*

## EVALUATION AND COMPLIANCE

During the PILOT term, PILOT recipients are required to submit reports detailing the recipient's capital investment, net new jobs, wages, local business participation, and other performance requirements.

In addition, EDGE will conduct on-site assessments every four years to confirm PILOT performance.

If the PILOT recipient fails to meet and maintain the prescribed requirements during the PILOT term, the PILOT may be subject to a reduction of benefits.

*This EDGE Expansion PILOT overview provides general program information. For authoritative information regarding the EDGE Expansion PILOT program, please review the EDGE Expansion PILOT Policies & Procedures document on the EDGE website, [www.growth-engine.org](http://www.growth-engine.org).*

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