Building Community from the Ground Up in a Tri-State Region

One Regional Team

MIDSOUTH
DEVELOPMENT DISTRICT

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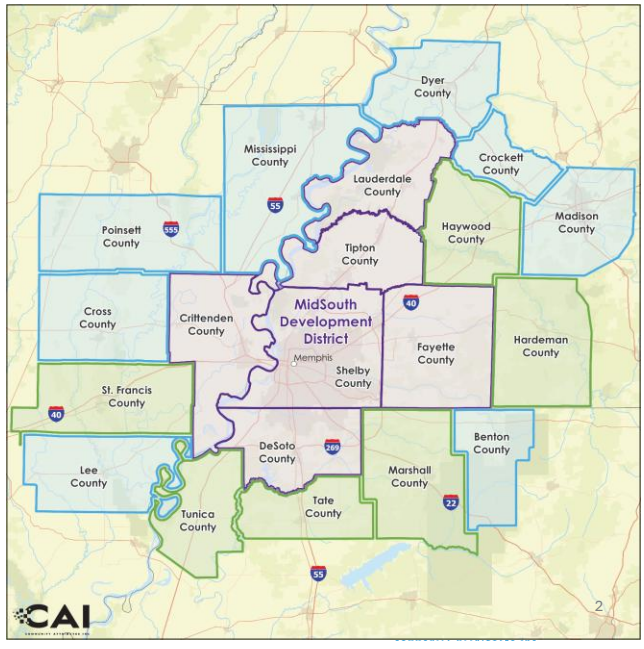
WELCOME TO THE MIDSOUTH

Three States: AR, MS, TN

Total Population
- MDD:1,287,344
- MSA: 1,341,924
- Commute: 1,668.334

Minority is the Majority
- MDD: 60%
- MSA: 60%
- Commute: 56%

Population Growth Since 2010
- MDD: 2.7%
- MSA: 2.4%
- Commute: .3%



Source: EDA's StatsAmerica Regionizer

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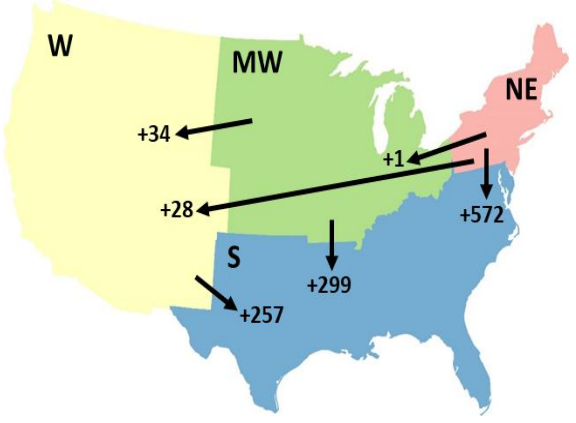
The South's Share of U.S. Net Population Growth 1910-2020



Years	South's Share	U.S. Absolute Population Change
1910-1930	27%	30,974,129
1930-1950	33%	28,123,138
1950-1970	30%	51,886,128
1970-1990	50%	45,497,947
1990-2010	49%	60,035,665
2010-2020	51%	22,703,743

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Net Regional Migration Flows, 2010-2015



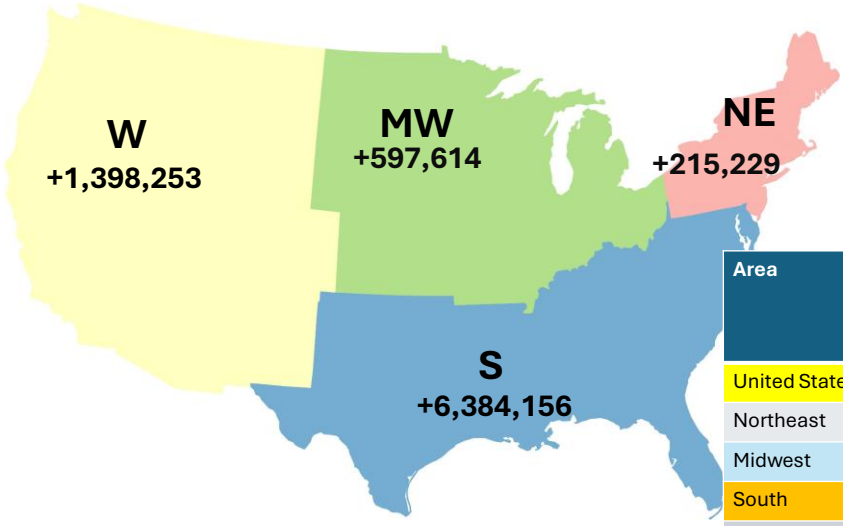
Net Migration Trends by Region and Major Demographic Group, 2010-2015

	Northeast	Midwest	South	West
Total	-622	-331	+1,147	-193
White	-402	-267	+733	-64
Black	-89	-69	+220	-62
Asian	-58	-23	+58	+23
Hispanic	-51	+13	+122	-84
Elderly	-43	-72	+124	-9
Native born	-528	-304	+994	-161
Foreign born	-94	-27	+153	-32

(numbers in thousands) = Net Import = Net Export

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Cumulative Population Change by Region, April 1, 2020 to July 1, 2024



Area	Total Population 2024	Absolute Population Change 2020-2024	% Change 2020-2024
United States	340,110,988	8,595,252	2.6
Northeast	57,832,935	215,229	0.4
Midwest	69,596,584	597,614	0.9
South	132,665,693	6,384,156	5.0
West	80,015,776	1,398,253	1.8

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Components of Population Change, April 1, 2020-July 1, 2024

Area	Absolute Population Change	Natural Change	Net Migration
U.S.	8,595,252	1,425,410	7,169,842
Northeast	215,299	101,205	134,818
Midwest	597,614	69,901	515,967
South	6,384,156	588,943	5,802,546
West	1,398,253	695,361	716,511

Sources of Migration
April 1, 2020 – July 1, 2024

Area	Total Migrants	International Migrants	Domestic Migrants
United States	7,169,842	7,169,842	X
Northeast	134,818	1,453,393	-1,318,575
Midwest	515,967	1,044,568	-528,601
South	5,802,546	2,986,619	2,815,927
West	716,511	1,685,262	-968,751

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Absolute & Percent Population Change, April 1, 2020-July 1, 2024

Area	2024 Population	Absolute Population Change 2020-2024	Percent Population Change 2020-2024
United States	340,110,988	8,595,252	2.6%
South	132,665,693	6,384,156	5.0%
Tennessee	7,227,750	315,393	4.6%
Mississippi	2,943,045	-18,233	-0.6%
Arkansas	3,088,354	76,801	2.5%
MidSouth Region	1,284,827	-6,518	-0.5%

2024 Pop	Absolute Change	Percent Change	Region/ County	% Change	Absolute Change	2024 Pop
910,530	-19,985	-2.1%	Shelby County TN			
			Fayette County, TN	6.6%	2,762	44,476
			Tipton County, TN	2.0%	1,210	62,187
24,630	-510	-2.0%	Lauderdale County, TN			
			DeSoto County, MS	5.7%	10,599	195,871
46,633	-1,534	-3,2%	Crittenden County, AR			

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Sources of Migration, MidSouth Region, 2020-2024

Region/County	International Migrants	Domestic Migrants	Total Migrants
MidSouth Region	14,771	-31,278	-16,597
• Shelby County, TN	13,760	-43,545	-29,875
• Fayette County, TN	8	3,315	3,323
• Tipton County, TN	17	1,619	1,636
• Lauderdale County, TN	7	-255	-248
• DeSoto County, MS	847	9,121	9,968
• Crittenden County, AR	132	-1,533	-1,401

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Absolute & Percent Population Change by Race MidSouth Region, 2020-2024

Absolute Change	Percent Change	Race/ Ethnicity	Percent Change	Absolute Change
-15	-4.5%	NH/PI		
-27,578	-5.1%	White		
-63	-2.6%	AI/AN		
-19,126	-1.6%	Not Hispanic		
-6,498	-0.5%	All Races		
		Black	0.2%	1,455
		Nonwhite	2.7%	20,380
		Asian	15.7%	4,684
		Hispanic	13.1%	12,198
		2 or more races	11.1%	2,123

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Absolute & Percent Population Change by Age MidSouth Region, 2020-2024

Absolute Change	Percent Change	Age	Percent Change	Absolute Change
-6,518	-0.5%	All Ages		
-4,415	-5.1%	Pre-school Age (<5)		
-4,536	-1.9%	School Age (5-17)		
-8,579	-1.2%	Working Age (18-64)		
		Seniors (65+)	11.5%	21,010

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Impact of Population Decline: Census Data

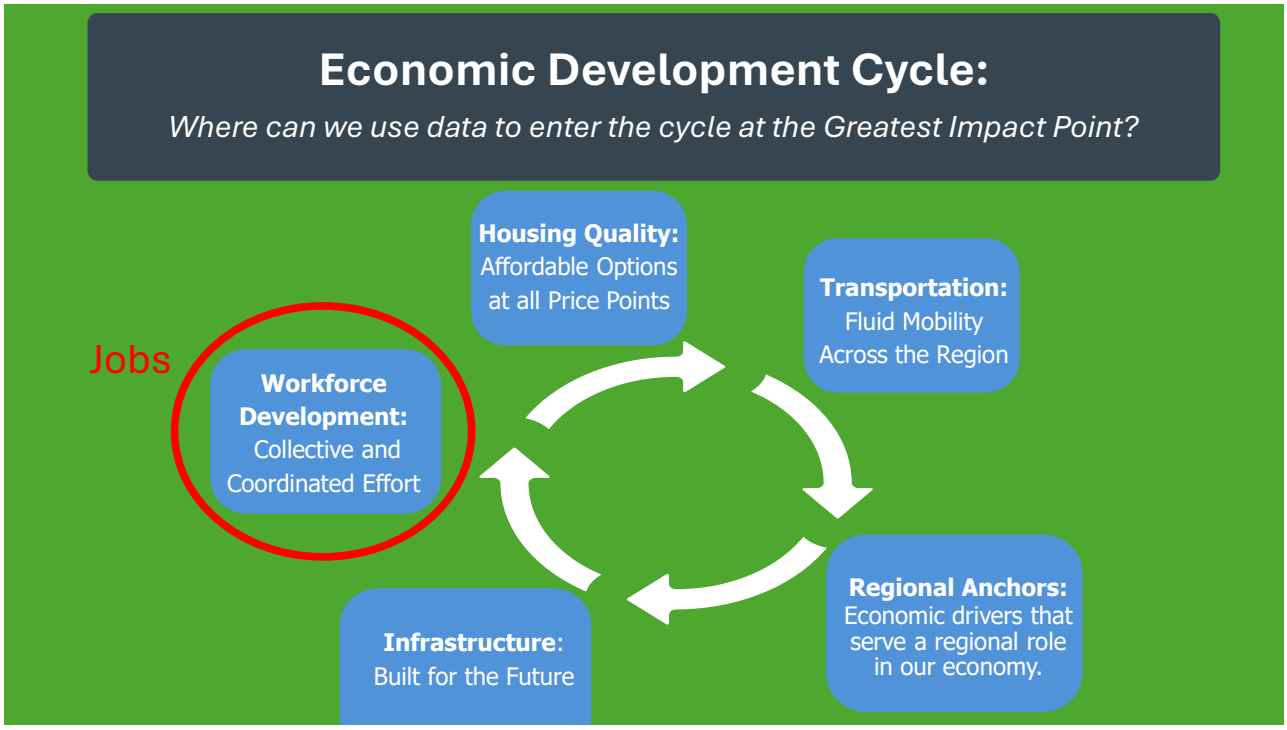
1. **Healthcare:** Medicare Part B and Medicaid represent the largest share of census-guided funds, using population and per-capita income formulas to determine state reimbursements.
2. **Infrastructure & Transportation:** The Federal Highway Administration's Highway Planning and Construction program uses population distribution data to build and maintain roads and bridges.
3. **Education:** Title I grants for elementary and secondary education and Head Start programs use local youth population and poverty statistics to allocate resources to low-income schools.
4. ***Housing & Community Development:*** *Community Development Block Grants (CDBG) managed by HUD uses municipal population thresholds and housing data to target urban and rural community investments.*
5. **Nutrition & Social Services:** The Supplemental Nutrition Assistance Program (SNAP) and block grants for community mental health services factor demographic breakdowns into aid distribution.
6. **Economic Development:** Programs authorized under the Workforce Innovation and Opportunity Act (WIOA) use census-derived poverty and unemployment data to identify economically distressed areas.

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So, what do we do?

Address it. Together.

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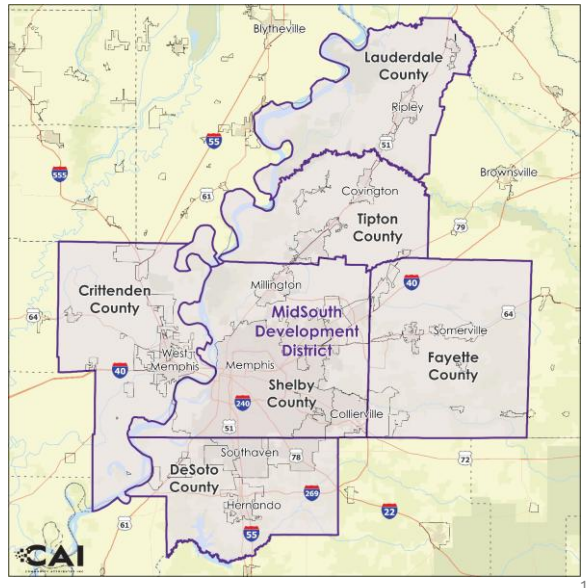


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2025 - EMPLOYMENT FORECAST

Shelby, DeSoto, Tipton, Crittendon, Fayette, Lauderdale

- **1.3M Residents** (2024)
- **603,000** in labor force (~61% of eligible population)
- Employment rate hovers around **95.6%** (MSA)
- **563,000** live and work in the region
- **35,000** live outside of the region and commutre to work in the region
- **13,500** live in the region and commute to work in nearby places

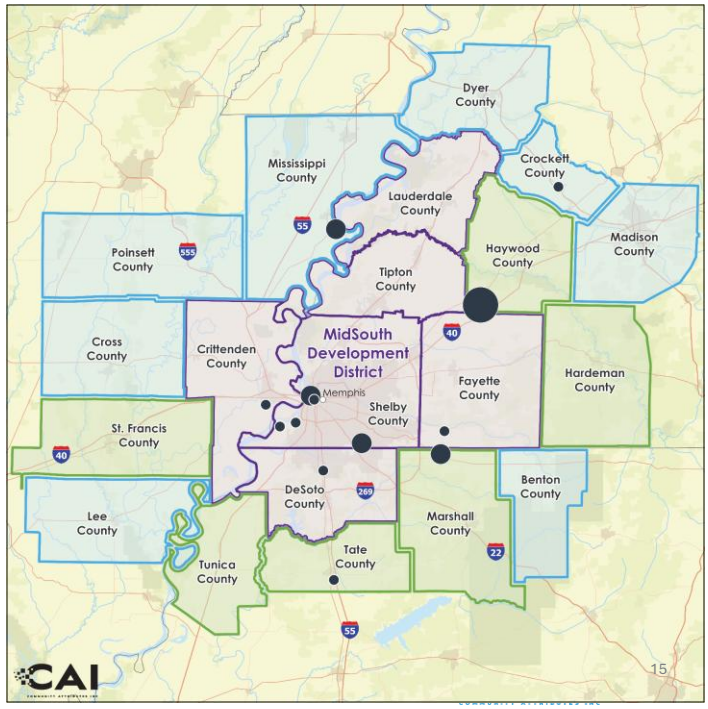


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REGIONAL OVERVIEW

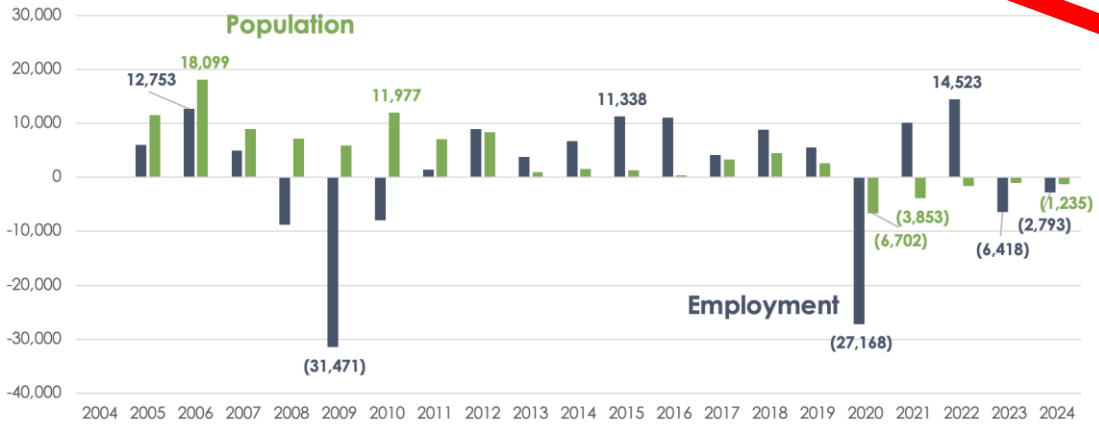
Major economic development successes in the past few years will connect the greater Memphis region.



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POPULATION AND EMPLOYMENT CHANGES

Population changes have been trending downward for many years. Sustained job growth can reverse that trend.

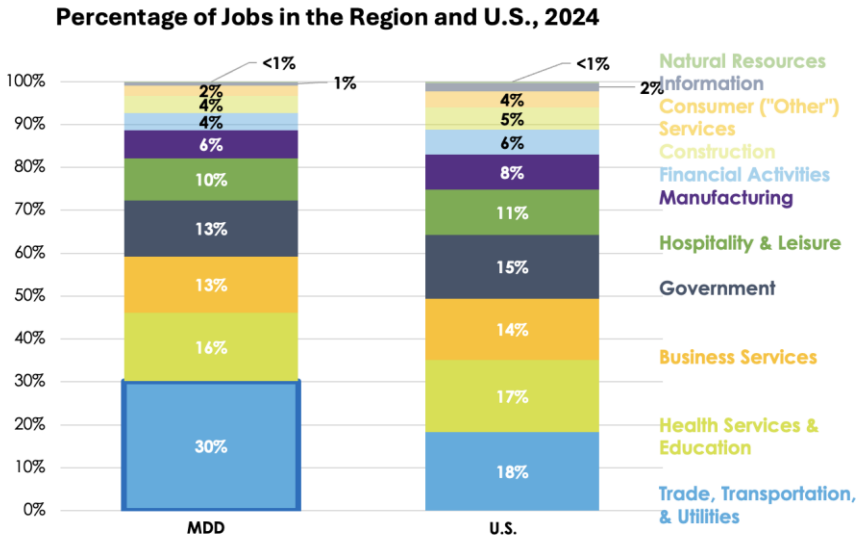


Sources: St. Louis Federal Reserve (FRED), 2025; Bureau of Labor Statistics, 2025; Community Attributes, Inc., 2025

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INDUSTRY DIVERSIFICATION

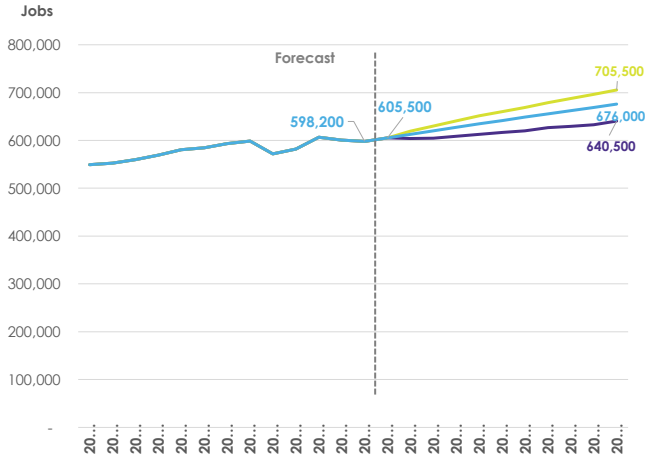
- Our specialties in **Trade & Distribution** are clear and well known
- The rest of the Memphis regional economy is similar to the U.S. – well balanced!

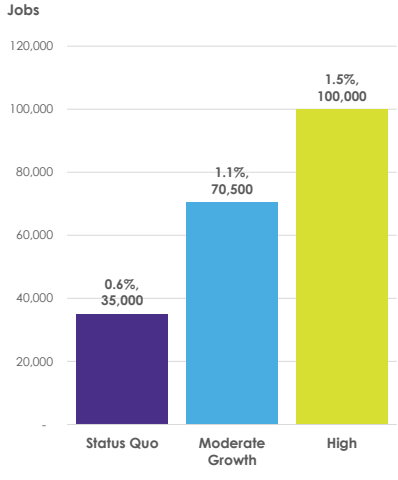


Sources: Bureau of Labor Statistics, 2025; Community Attributes, Inc., 2025

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Three forecast scenarios frame growth Aspirations





Source: Community Attributes Inc., 2025

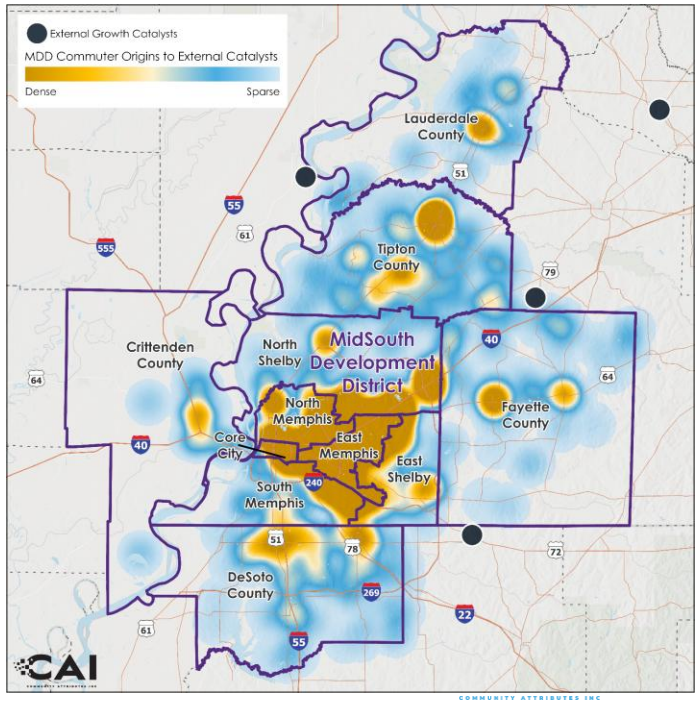
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SUBREGIONAL FORECASTS

Access to new employment opportunities is a concern, and yet …

Data show that workers commute from areas across the MDD counties to destinations just outside of the region.



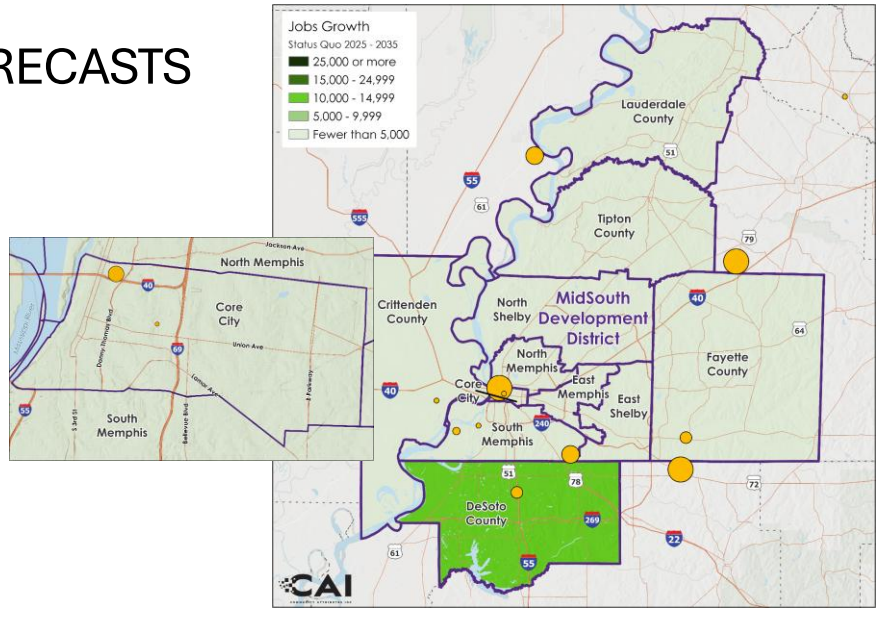
Sources: ArcGIS, 2025; Community Attributes, Inc., 2025

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Subregional FORECASTS

Our **Status Quo scenario** shows continued job growth throughout the region at a regional rate of 0.6%.

Jobs forecast by subregion reflect recent trends in job growth, proportionally.



Sources: ArcGIS, 2025; Community Attributes, Inc., 2025

CAI
COMMUNITY ATTRIBUTES INC

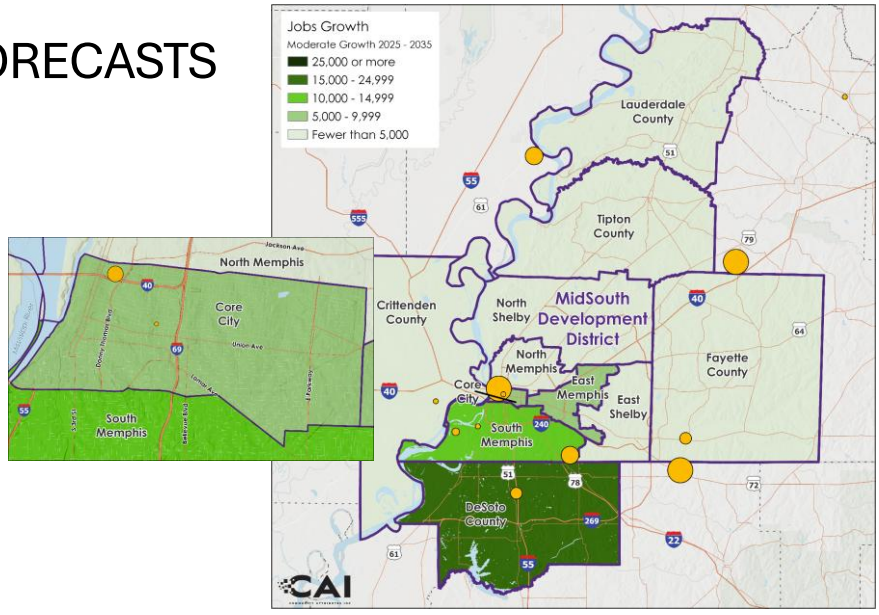
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Subregional FORECASTS

Our **Moderate Growth scenario** shows continued job growth throughout the region at a regional rate of 1.1%.

Jobs forecast by subregion reflect recent trends in job growth, proportionally.



Sources: ArcGIS, 2025; Community Attributes, Inc., 2025

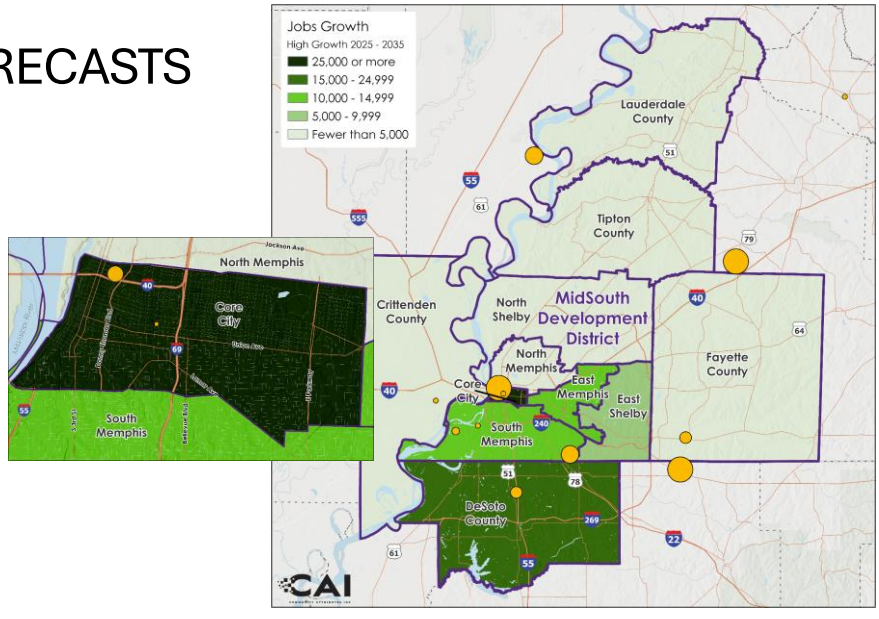
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Subregional FORECASTS

Our **High Growth scenario** shows continued job growth throughout the region at a regional rate of 1.5%.

The High Growth scenario paints a picture of job growth concentrated in the Core City.



Sources: ArcGIS, 2025; Community Attributes, Inc., 2025

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How do we get the 100,000 Jobs?

We do it Together.

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MIDSOUTH
DEVELOPMENT DISTRICT

The MidSouth Development District (MDD) exists to bring the MidSouth region together to work collaboratively on regional challenges, priorities and opportunities. MDD leverages its shared resources and constituencies to advance the district, building on the distinct and unique attributes of the MidSouth.

We lead efforts to implement our priorities to enhance the economic viability and quality of life of our citizens



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MIDSOUTH
DEVELOPMENT DISTRICT

The Infrastructure to Support Collaboration

Comprehensive Economic Development Strategies: As the Economic Development Distrcit designated by the EDA, we produce the (CEDS), a regional strategic plan for economic development.

Regional Planning: Land use, economic development, workforce development & planning for the tri-state region.

Federal Grants: With the power to apply for federal grants on regional priorities, and a 501c3 sister organization for public-private partnerships, we amplify projects that benefit our region.

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MDD Economic Development Framework

Our Role: Convene, Resource, and Advocacte

Regional Data

2025 Regional Employment Forecast to set Regional Goals for Investment

Workforce Development: Collective and Coordinated Effort

Housing Quality: Affordable Options at all Price Points

Transportation: Fluid Mobility Across the Region

Infrastructure: Built for the Future

Regional Anchors: Economic drivers that serve a regional role in our economy.

Downtown Memphis | Airport | Port | Hospital Infrastructure | Greenprint

Result: a Growing and Thriving MidSouth

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Workforce Development

Everyone who wants a job has access to one.



Establish Regional Intermediary

A workforce intermediary—grounded in MemWorks and CEDS—will coordinate regional workforce initiatives.



Expand Credentialing & Career Readiness

Expand access to career pathways by removing employment barriers, unifying entry points, boosting STEM and postsecondary success, and deploying regional training hubs with mobile learning.



Align Training and Industry Needs

Develop workforce pipelines and training hubs for high-growth sectors and anchor industries—advanced manufacturing, EVs, healthcare, logistics, agribusiness, and arts—that are rooted in our region.



Expand Hiring & Advancement

Expand apprenticeships, re-entry programs, and credentialing to support youth and justice-involved individuals. Partner with businesses to ensure those who complete training have a job.

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Housing

Housing choices at all levels of the housing spectrum.



Build Quality Housing at All Price Points

Develop a regional housing strategy to support all price points, prevent displacement, replicate proven policies, and drive adoption through advocacy and public-facing design tools.



Affordable Housing Expansion

Expand the Affordable Housing Trust Fund, prioritize infill, housing near transit, support rural walkable development, and upgrade aging homes to boost affordability and reduce sprawl.



Homeownership & Wealth Building

Promote homeownership and wealth building through down payment aid, financial literacy, and redevelopment of vibrant, accessible neighborhoods connected to key community amenities.

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Transportation

Fluid and connected mobility options for multiple transportation modes.



Expand Regional Transit Access

Expand regional transit through place-based strategies, integrated networks, and mobility pilots that connect residents—urban and rural—to jobs and schools within 20-minute commutes.



Adopt 'Complete Streets' policy regionally

Adopt a regional Complete Streets policy to improve safety, expand bike and pedestrian infrastructure, and connect rural towns to civic and commercial hubs.



Enhance Freight & Logistics Infrastructure

Strengthen the region's trade role by enhancing intermodal assets, supporting America's River Crossing, and upgrading regional freight corridors connecting rural areas to ports, rail, and interstates.

Infrastructure

Management of natural, human and manufactured resources for the wellbeing of all community members.



Modernize Utilities & Broadband

Modernize utilities by expanding regional broadband to 90%, accelerating rural fiber deployment, and upgrading infrastructure to support EV growth and advanced manufacturing demands.



Invest in Resilience & Infrastructure

Advance resilience by implementing heat and stormwater mitigation policies and investing in rural infrastructure like clean energy microgrids and septic-to-sewer conversions.



Strengthen Capital Access & Financing

Align public and philanthropic capital via the AFN Network and expand MDD's grant office to support regional funding, technical assistance, and pooled infrastructure services.

Regional Anchors

Economic drivers that serve a regional role in our economy



Elevate Downtown Memphis

Downtown Memphis is the region's cultural center. Promote vertical growth, walkability, and vibrancy to attract residents, visitors, and commerce.



Expand International Airport & Port of Memphis

Grow the Memphis Airport and Port of Memphis as regional economic engines by expanding air service, boosting international connectivity, and enhancing port capacity to strengthen MidSouth access and competitiveness.

MID-SOUTH REGIONAL GREENPRINT

Execute Greenprint Projects

The Greenprint envisions a connected network of greenways and blueways that create a region where residents enjoy a high quality of life and equitable access to economic, social, and natural opportunities.



Invest in Hospital Infrastructure

In order to serve our community's health care needs for the next generation, we need healthcare facilities built to fit today's needs with the best expertise and treatment options, lower costs and improved access to care.

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MIDSOUTH DEVELOPMENT DISTRICT

Convene

Regional Roundtables
Focus Areas: Workforce Development, Housing, Transportation, and Infrastructure

Resource

Regional Data Hub
2025 Regional Employment Forecast to set Regional Goals for Investment

Federal Grant Coordination
Packaging local needs to maximize federal grant opportunities

Advocate

Unified Agenda for MDD Board & Tri-State Council
Local, State, Region, & Federal

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Lessons from the Regional Roundtables:

Transportation: Participants emphasized the need for better **regional coordination** through **shared data** and **aligned transportation coalitions** to strengthen advocacy and investment decisions.

Progress:

- Won Four US DOT grants
- Full-time Transportation Planner for our region
- Regional Infrastructure Accelerator
- Connected Safety Action Plan

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Lessons from the Regional Roundtables:

Workforce Development: Key included launching a **regional workforce coalition**, conducting a **skills gap analysis** to better align training with employer needs, and **addressing childcare and transportation barriers** that limit workforce participation.

Progress:

- $2.2M in pending grants to create an office to coordinate the workforce eco-system in our region.

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Lessons from the First Regional Roundtables:

Housing: Leaders called for a **regional housing recommendations market analysis** to better understand future needs, along with ongoing forums to **streamline housing regulations** and reduce development barriers across jurisdictions.

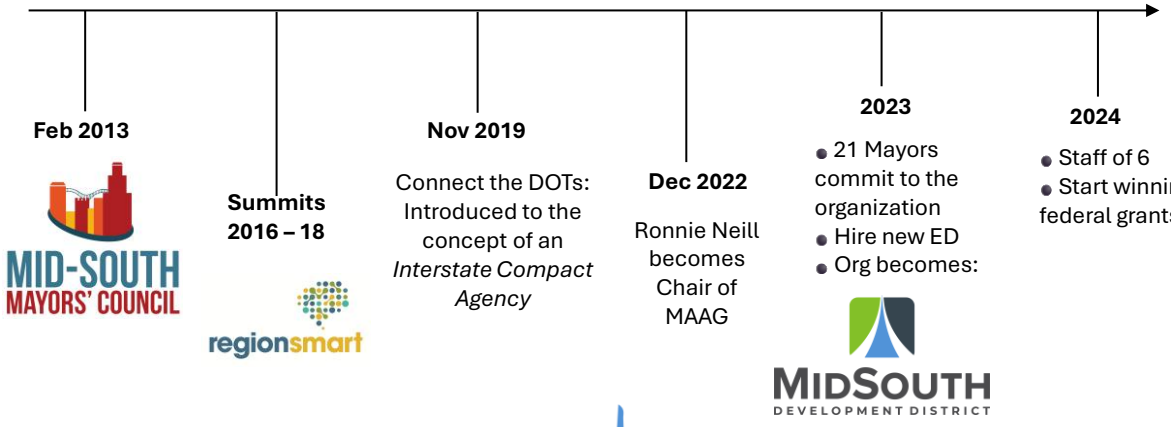
Progress:
Legislative Platform to align our region for ROAD to Housing

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Timeline



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MDD's Rapid Growth

	FY23	FY27
Staff	4 FTE's	12 FTE's Host of PT & consultants
Operational Budget	$850,000 (Deficit)	$3,038,000 (Reserves)
Community Portfolio	$0	$60M*
Membership Dues Paid	13%	100%

**Additional $16M Pending*

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$60M means…

- $17M in Farmers Hands
- Two New Transportation Planners in the Region
- Regional Infrastructure Accelerator Pilot
- New Cement Facility at the Port – supports construction in the region
- Community Centers in Henning, Ripley & Somerville
- Parks in Atoka & Lakeland
- Clean Water Systems in Mason, TN

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Regional Benefits to Hernando, MS

- Five years of Resources in our Farmers Hands
- Access to a Transportation Planner focused on the Region
- Participation in determining the projects we move forward with the Regional Infrastructure Accelerator Pilot
- New Cement Facility at the Port – supports construction in the region
- Access to Best Practices
- Support of Multiple Federal Members for Catalytic Projects

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Hernando's Role in a Growing Tri-State Region

Growth in the Memphis region does not stop at state or municipal boundaries.

HERNANDO

A Mississippi community shaped by regional jobs, housing demand, transportation networks and infrastructure investment.

Housing

Regional demand reaches local neighborhoods.

Transportation

Growth adds pressure to roads and connections.

Utilities

Water, sewer and broadband must keep pace.

Workforce

Communities support a regional workforce.

When the Region Grows, Cities Feel It First

Hernando must accommodate growth while protecting long-term quality of life.

Housing + Land

In-migration and rising land costs increase pressure on housing availability and development patterns.

Roads + Mobility

New growth affects local streets, regional corridors and the connection between homes, jobs and services.

Water + Sewer + Broadband

Utility capacity can determine where — and how fast — a community can grow.

Plan Regionally. Implement Locally.

No single municipality can solve regional growth pressures by itself.

County Partners

Land use, roads, utilities and services.

MDD + Regional Partners

Data, planning, coordination and resources.

HERNANDO

State Partners

Transportation, infrastructure and funding.

Federal Partners

Programs and investment that unlock projects.

Lessons from a Growing Municipality

Four takeaways for small-to-medium communities facing similar growth.

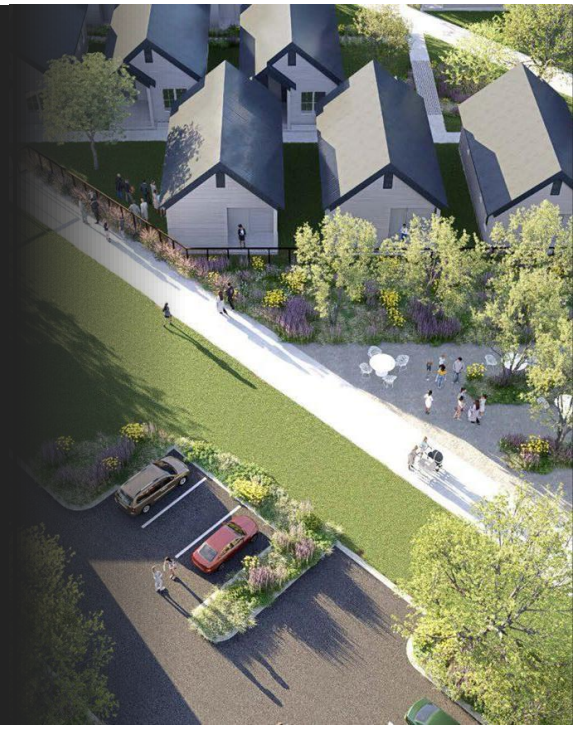
1. **Plan before growth becomes a crisis.**
   Early infrastructure and land-use decisions are easier than catching up later.
2. **Think beyond city limits.**
   Housing, traffic, jobs and utilities operate within a larger regional system.
3. **Build partnerships early.**
   County, state, federal and regional relationships help turn plans into projects.
4. **Connect housing to infrastructure.**
   Housing works only when roads, utilities, workforce access and services can support it.

MEMPHIS
HOUSING
LAB

MEMPHIS · TENNESSEE · 501(C)(3)

MEMPHIS HOUSING LAB

Accelerating equitable housing solutions by putting development power in community hands.



ORGANIZATION INTRODUCTION MEMPHISHOUSINGLAB.ORG

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MEMPHIS HOUSING LAB'S MISSION

Memphis Housing Lab is a Memphis-based 501(c)3 nonprofit that accelerates equitable housing solutions by putting development power in community hands.

We pair innovative design, modular building practices, and catalytic capital to help emerging developers create dignified, affordable housing across Memphis.

MEMPHIS HOUSING LAB MEMPHISHOUSINGLAB.ORG

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THE PROBLEM

MEMPHIS HOUSING CLIMATE

53%
Memphis households living below 80% AMI.

56k
Affordable housing unit shortage for Memphis households below 80% AMI.

54.1%
Of Memphis renters are cost burdened.

22%
Of Memphis homeowners are cost burdened.

25k+
Vacant lots in Memphis.

2x
Interest rates have doubled since the pandemic.

50%
Increase in construction materials, 2019 to 2024.

30%
Increase in construction labor, 2019 to 2024.

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THE APPROACH

MHL'S INNOVATION

MHL serves as a co-developer, advocate, product supplier, and capital provider to increase the supply of high quality affordable housing.

01

Product

Delivering high-quality, standardized modular housing at scale using traditional building materials and efficient designs.

02

Process

Serving as a co-developer from site readiness to placed-in-service, offering technical guidance, tools, and shared resources.

03

Capital

Providing catalytic capital and investor underwriting to help emerging community developers unlock new housing opportunities.

THE APPROACH · 01

PRODUCT

MHL uses traditional building materials and standard designs to deliver affordable modular housing at scale.

LEED Gold-Ready
High-performance and sustainable green construction standards.

Locally Manufactured
Proudly manufactured in the Uptown Neighborhood.

Locally Designed
Pre-approved single & multi-family plans by world-renowned LRK.

Efficient Delivery
Streamlined assembly lowers costs and fast-tracks unit delivery.







CONFIGURATIONS — 1 Bed/1 Bath · 2 Bed/1 Bath · 3 Bed/2 Bath — single-family, duplex & stacked duplex; multifamily up to 45 units per building.

THE APPROACH · 02

PROCESS

MHL serves as a co-developer to emerging and experienced developers interested in modular affordable housing — from site readiness to placed in service.

TOOLS & RESOURCES

- Trusted network of contractors & subcontractors
- Feasibility & investment analysis
- Development best practices & processes

GUIDANCE & TECHNICAL ASSISTANCE

- Design & construction
- Financial modeling
- Bank/investor underwriting
- Review of all contracts and SOW
- Tracking of expenses against pro forma

THE APPROACH · 03

CAPITAL

MHL structures the financial stack to make affordable housing pencil — leveraging earned revenue and donations to offer low-interest loans and grants that support small businesses.

ANALYSIS & TA

- Sophisticated feasibility & investment analysis
- Technical assistance with bank/investor underwriting
- Tax credit consulting

GRANTS

- Pre-development and construction grants
- Multi-year affordable housing grants

LOANS

- Catalytic Affordable Housing Fund (CAHF)
- Pre-development & construction loans

HOW A DEAL WORKS

SAMPLE PROJECT — 2-BED / 1-BATH

$200K GROSS SALES PRICE · 830 SQFT



DEVELOPER EQUITY (5–20%)

Developer covers acquisition and predevelopment.

CONSTRUCTION LOAN (40–50%)

Once necessary entitlements are secured, developer must obtain a loan for development costs.

MHL GRANT (40–50%)

MHL offers a 1:1 matching capital grant released pari passu with every loan draw (first-loss capital).

Comparable modular unit by Wind River Built in Chattanooga, TN starts at $230,000

WHO WE WORK WITH

TARGET DEVELOPMENT PARTNERS

Established Developers & Investors

MHL is working with established real estate professionals to make affordable housing pencil again. Through modular manufacturing, development and tax credit consulting, creative deal structuring, incentive layering, advocacy, research, and grants, MHL is boosting capital stacks, reducing costs, and ameliorating placed-in-service timelines.

Community Nonprofits

In Memphis, nonprofits — especially churches and schools — own financially underutilized real estate. MHL can offer a full suite of development services that delivers turn-key, regenerative sources of income (developer fees and rents) to support — in many cases enhance — the nonprofit's charitable purpose.

Emerging Developers

Aspiring and emerging local developers can become an important supplier of affordable housing in our city. For Memphians that are investing — or interested in investing — in the communities in which they live, MHL will serve as co-developer, teaching replicable systems and coaching through the developments.

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THE PIPELINE

IMPACT

Housing units are only half the story — each level of the pipeline drives development spending, MHL grant deployment, and construction labor income across Memphis.

UNDER CONSTRUCTION · 2026 **22 units**	EST. DEV COST **$6.4M**	EST. MHL GRANTS **$1.7M**	EST. LABOR INCOME **$0.8M**	EST. JOB-YEARS **~12**
PRODUCTION QUEUE · 2027–2030 **661 units**	EST. DEV COST **$193M**	EST. MHL GRANTS **$52M**	EST. LABOR INCOME **$24M**	EST. JOB-YEARS **~350**
UNDER CONSIDERATION **1,052 units**	EST. DEV COST **$307M**	EST. MHL GRANTS **$83M**	EST. LABOR INCOME **$39M**	EST. JOB-YEARS **~555**
PIPELINE TOTAL **1,735 units**	EST. DEV COST **$507M**	EST. MHL GRANTS **$137M**	EST. LABOR INCOME **$64M**	EST. JOB-YEARS **~910**

Estimates derived from per-unit averages across MHL's six underwritten pipeline projects ($292K development cost, $79K MHL grant per unit); labor income estimated at 35% of net sales value (blended net sales price ≈ $105K per door across MHL's configurations); job-years estimated at a $70K average annual wage. Every $1M deployed by the CAHF targets 10 units placed in service per 12-month cycle.

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PORTFOLIO OVERVIEW

SAMPLE PIPELINE PROJECTS

01 Scattered Site — Pearce & Barton

02 Scattered Site — Fourth Street

03 Scattered Site — Fiber Road

04 300 Court

05 Hub North Village

06 Greyhound

07 Lake Point

7	1,009	<50–60%	$80.3M	$295.0M
DEVELOPMENT INITIATIVES	AFFORDABLE UNITS	TARGET AMI AFFORDABILITY	COMBINED MHL GRANTS	TOTAL PORTFOLIO DEV COST

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PIPELINE · 01

SCATTERED SITE PEARCE & BARTON

New construction on Pearce* and Barton in the Uptown and Downtown Neighborhoods. *CRA Essential Housing Program

CO-DEVELOPER
One Bull LLC · Brody Wamble

TIMELINE
Q2 2026 → Q4 2026

TOTAL DEVELOPMENT COST
$2,822,000

MHL GRANT
$1,080,000

AFFORDABLE UNITS
12 units · 100% 2BR duplex

AFFORDABILITY
<60% AMI

- **Status:** Contracts executed; site work and construction started.



RENDERINGS FOR ILLUSTRATIVE PURPOSES ONLY. FINAL ROOFLINES, MATERIALS, AND COLORS MAY VARY.

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PIPELINE · 03

SCATTERED SITE FIBER ROAD

New construction on Fiber Road adjacent to TO Fuller State Park.

CO-DEVELOPER
United Housing, Inc.

TIMELINE
Q4 2026 → Q1 2027

TOTAL DEVELOPMENT COST
$670,000

MHL GRANT
$301,500

AFFORDABLE UNITS
2 units · 100% 3BR/2BA

AFFORDABILITY
<60% AMI

- **Status:** Approved. Contracts, site work, and construction all pending construction funding.





3 BEDROOM · SINGLE STORY · PLAN OPTION A — DRAWINGS FOR ILLUSTRATIVE PURPOSES ONLY.

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PIPELINE · 04

300 COURT

Adaptive reuse of a historic structure and new construction. LIHTC · HTC · 20-year PILOT

CO-DEVELOPER
Memphis Housing Authority · November 6 Investments

TIMELINE
Q4 2026 → Q4 2028

TOTAL DEVELOPMENT COST
$62,500,000

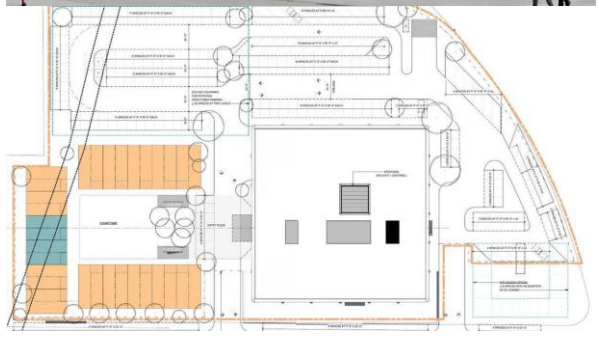
MHL GRANT
$5,750,000

AFFORDABLE UNITS
255 units · 30% 1BR · 65% 2BR · 5% 3BR

AFFORDABILITY
LIHTC 50–60% AMI

- **Status:** HTC part II approved; bond inducement approved; LIHTC commitment secured and paid; closing 12/26.





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PIPELINE · 05

HUB NORTH VILLAGE

Public-private partnership with the City of Memphis and the Hospitality Hub to deliver essential support services to families experiencing homelessness.

CO-DEVELOPER
Hospitality Hub of Memphis Inc.

TIMELINE
P1: Q1 2026 → Q1 2027 P2: Q1 2027 → Q1 2028*

TOTAL DEVELOPMENT COST
$18,300,000

MHL GRANT
$3,840,000

AFFORDABLE UNITS
60 units · 100% 1BR cottages

AFFORDABILITY
<50% AMI

- **Status:** A&E 100%; permits pending; bond inducement approved; PILOT approved; MTBA round I approved. *P2 development start is funding-dependent.





RENDERINGS FOR ILLUSTRATIVE PURPOSES ONLY. FINAL ROOFLINES, MATERIALS, AND COLORS MAY VARY.

PIPELINE · 07

LAKE POINT

Mixed-use and new construction. Multi-family, townhomes, and single-family, plus 39k SF commercial. LIHTC · HTC · 20-year PILOT

CO-DEVELOPER
City of Memphis · Memphis Housing Authority

TIMELINE
P1: Q1 2027 → Q1 2028 P2: Q2 2028 → Q2 2029 P3: Q3 2029 → Q3 2030

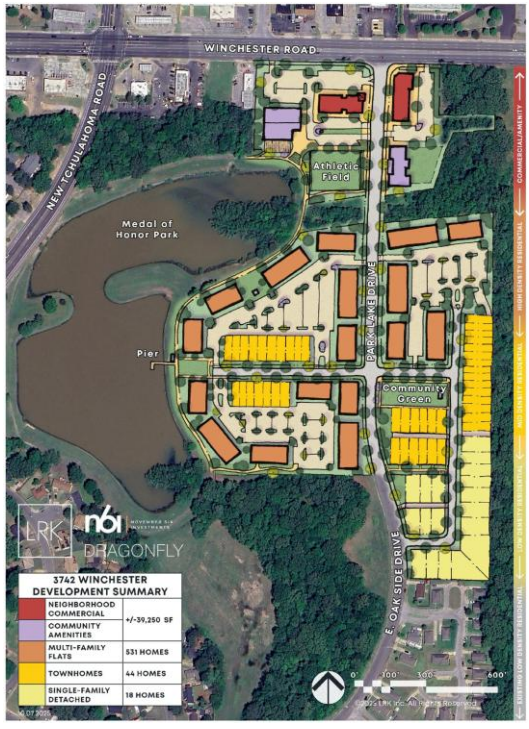
TOTAL DEVELOPMENT COST
$178,000,000

MHL GRANT
$61,860,000

AFFORDABLE UNITS
593 units · 45% 1BR · 38% 2BR · 17% 3BR

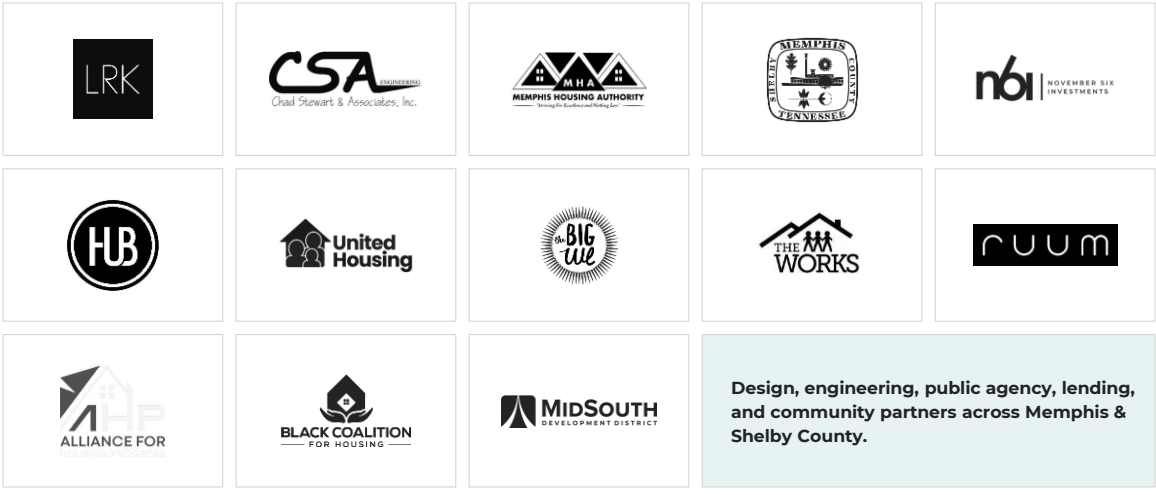
AFFORDABILITY
50–60% AMI

- **Renderings and site plan for illustrative purposes only.** Final rooflines, materials, and colors may vary.



THE NETWORK

PARTNERS



Design, engineering, public agency, lending, and community partners across Memphis & Shelby County.

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JOIN THE WORK

GET INVOLVED

DEVELOP WITH MHL

An individual or an organization can partner with MHL to build affordable modular housing.

INVEST IN MHL

An individual or organization can donate, grant, or loan directly to MHL or the Catalytic Affordable Housing Fund (CAHF), or serve as a guarantor.

VOLUNTEER WITH MHL

An individual may join MHL's board of directors or advisory committee to support MHL's future growth and development.

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MEMPHIS
HOUSING
LAB



CONTACT US

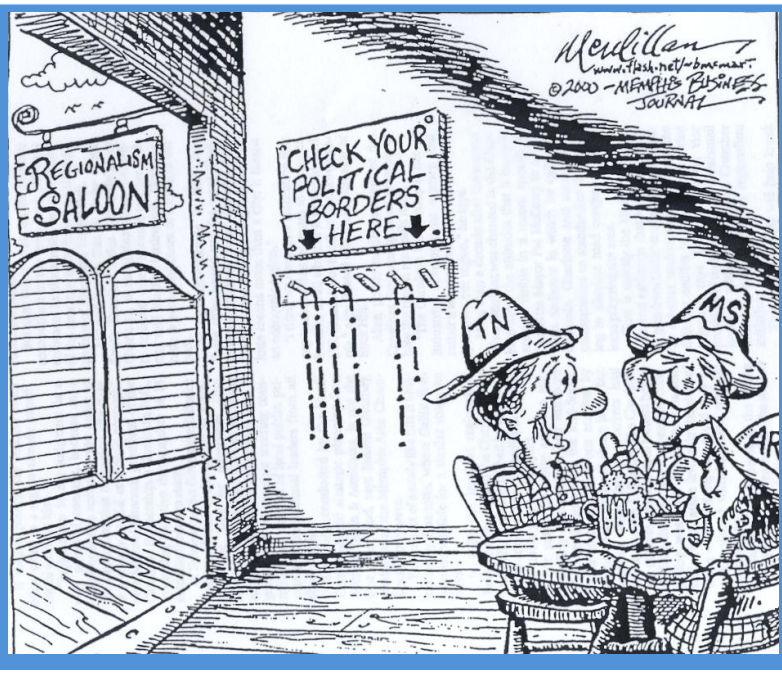
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Memphis Housing Lab is a Memphis-based 501(c)3 nonprofit that accelerates equitable housing solutions by putting development power in community hands.

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