

New York company lands multimillion-dollar tax break for Memphis facility

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A distribution facility in southeast Memphis will soon be home to Los Angeles Lakers blankets, [University of Tennessee](#) pillows and all types of branded bedding.

New York-based The Northwest Co., which sells the branded gear to companies like Walmart and [Target](#), landed a fast-tracked, \$5 million tax break for a Memphis distribution facility Wednesday, Jan. 17.

The company is expected to hire 25 full-time employees for the warehouse, along with up to 75 full-time-equivalent seasonal workers, according to its application to the Economic Development Growth Engine (EDGE) for Memphis & Shelby County, which granted the incentive in the form of a 10-year, fast-track PILOT (payment-in-lieu-of-taxes).

Northwest chose Memphis, in part, due to the ease with which they can ship products via rail from Memphis across the eastern United States, a company representative said at the Wednesday EDGE meeting. The company is set to renovate a warehouse located at **4755 Southpoint Drive** and have the facility open by June. The building has sat vacant since 2012.

Not including the part-time and seasonal jobs, the project is expected to have a \$2.6 million local tax benefit, after the incentive. Including those jobs, the project would have a \$5.1 million benefit. The warehouse would also have a \$10 million economic impact, according to an analysis of The Northwest's application by Younger Associates.

Busy year for EDGE

Wednesday's meeting was EDGE's first of 2018, so EDGE CEO [Reid Dulberger](#) walked the board members through some of 2017's highlights.

In total, the board approved 18 PILOTs during the year, which is seven more than it had ever approved previously.

Below are the totals from each of its six previous full years in operation:

- 2012 – 9
- 2013 – 11
- 2014 – 10
- 2015 – 11
- 2016 – 7
- 2017 – 18