

Learn more about our industrial development solutions inside.



**AGRACEL, INC.**  
*Industrial Developers*

*Focused on Where America is Growing*

*Focused on Where America is Growing*  
[www.agracel.com](http://www.agracel.com)

## FOCUSED ON WHERE AMERICA IS GROWING

Our team is **FOCUSED** on being the go-to company and **ON WHERE** communities, manufacturers, and brokers can place their trust, partnerships, and values, knowing we are “in it for the long-haul”, leading you where **AMERICA IS GROWING**.

Focused on where America is growing is more than just a tagline for us. We have a pulse on U.S. manufacturing and understand where that growth is happening. We also spend a great deal of time researching industries and trends, ensuring that we are meeting the growing demands of today’s industrial customer.

To further solidify our confidence in the areas where we see a tremendous amount of growth, over the past decade, Agracel has opened satellite offices in the Southeast, Gulf States, Nashville, and Ohio Valley regions of the United States.

Our future is bright. We are so grateful to work with great communities, clients, and partners, and look forward to working with you, so together we can grow the industrial landscape of this great country.



Dean Bingham  
President & COO

A handwritten signature in black ink, appearing to be 'DB', written in a cursive, stylized font.



Ryan Witges  
Executive Vice President

## BUILD-TO-SUIT FACILITIES

In today's market, we find more and more companies needing a very specific facility. Quality buildings in many regions are scarce. That is where we come into play. Successful property development can be a daunting task. We take all of the worry from you. Agracel has adequate capital, financial expertise, knowledge of government programs and incentives, and on-staff construction managers. Our team will partner with you to purchase and develop the site, negotiate all incentives, facilitate the building design, and provide complete project supervision.

### Faurecia - Spring Hill, Tennessee

Agracel's existing relationship with Faurecia made this project a home run for all involved. Agracel already owned a Faurecia facility in Missouri in addition to having developed a business association with the prospective contractor, Forcum Lannom Construction. Forcum Lannom and Agracel joined together and were awarded the opportunity to build Faurecia a new 147,617 sf facility in Spring Hill, Tennessee.

Faurecia Spring Hill is a plastic injection molding operation for interior automotive components and supplies the General Motors facility also located in Spring Hill. The Spring Hill plant is also perfectly situated for Faurecia to compete for additional business from other O.E.M.'s located in the Southeastern automotive corridor.

*Faurecia is partway through its first project with Agracel, the construction of a new plant in Tennessee. I have been happy from the RFQ response onwards. Agracel and their partners work hard to meet expectations - customer service is clearly a key value. Agracel has made some very smart partnerships with strong design / builders while developing an excellent network within the markets they serve, which has proven vital during the initial stages of the project. Agracel displays a real "stake holder" approach, which allows issues to be worked through easily. I am looking forward to seeing the results of this strong start.*

- David Shirley, Senior Industrial Strategy & Projects Manager  
Faurecia



DAE Systems - Claremont, NC



JR Automation - Liberty, SC



InterFlex - Wilkesboro, NC



FAURECIA  
SPRING HILL, TENNESSEE



Jason Kester  
Regional Business Director  
Ohio Valley Office

## MARKET SPOTLIGHT - OHIO VALLEY

Our Ohio Valley office services the **Ohio, Pennsylvania, and West Virginia** Regions. The Ohio Valley area has experienced a great deal of industrial growth over the past several years, particularly in the State of Ohio. Agracel has reaped the benefits of this growth having developed or acquired numerous new projects in the last few years.

### Trilogy Plastics - Alliance, Ohio

Trilogy Plastics was a two-building portfolio. Trilogy, through their real estate division, owned their facilities but decided to do a sale/leaseback with Agracel in order to invest in needed equipment and people to continue business growth. The first of the two properties is a 105,750 sf facility. The second facility is 134,000 sf.

### Treves - Fostoria, Ohio

Treves' sister company Kotubukiya Treves North America was an existing client of Agracel's in Alabama. The company acquired additional OEM contracts requiring them to establish a new manufacturing operation in Ohio. Treves brought Agracel in to assist them in the site selection for that project near the Toledo, Ohio market. Agracel purchased a 40,000 sf shell facility and up-fit to suit for Treves.

*"The Sale and Leaseback of your Real Estate Assets is an important business decision. Over the years, I believe it has worked for our businesses. If you are considering it, make sure you do it with a firm of the highest integrity -- like Agracel, Inc. Others must have agreed with me as I see from their website that their client portfolio and locations continue to grow exponentially."*

- Bill Morton, Chairman  
Morton Industries LLC



Trilogy Plastics - Alliance, OH



Trilogy Plastics - Alliance, OH





Jason Runde  
Acquisitions Manager

## ACQUISITION SPOTLIGHT

Acquisitions represent a large percentage of Agracel's core business. The two most common forms of acquisitions are 1) sale/leasebacks, where a company will sell their real estate and enter into a long-term lease and 2) acquisitions of existing investment properties. For a manufacturer, leasing a facility creates a positive impact on financial reporting and frees up capital to create business opportunities and increase profitability.

### Broker Partnerships

Agracel, Inc. is a Corporate Associate Member of the Society of Industrial and Office Realtors (SIOR) and have multiple NAIOP (National Association of Industrial and Office Properties) members on staff.

We understand the important role brokers play in Agracel's overall success. We are committed to building relationships with specialists in the industrial real estate market. Not only are we looking to provide building solutions for your clients, we are looking to you as we search for investment properties that meet Agracel's criteria.

### What we are looking for...

Property Type:	Industrial
Occupancy:	Single Tenant
Size:	Greater than 40,000 sf
Purchase Price:	\$1-\$30 million
Lease Term:	Minimum of 5 years
Lease Type:	Triple (NNN) Net Lease

*"The guys at Agracel are selective and specific about the real estate they acquire. The great part of working with Agracel, as a buyer, is they close on the deals they get under contract...plain and simple. Plus, they are great guys to work with."*

– Thomas Homco, Principal  
Lee & Associates



GRUPO ANTOLIN  
NASHVILLE, ILLINOIS



Daniel Webb  
Regional Business Director  
Nashville Office

## MARKET SPOTLIGHT - KENTUCKY AND TENNESSEE

Why Kentucky? Logistically, Kentucky makes a great deal of sense from being the center of a 34-state distribution area, to Louisville being the UPS World Port, to the low cost of doing business. We see a world of potential to expand our business in Kentucky.

Tennessee is the home to more than 900 auto suppliers. Tennessee's automotive manufacturing cluster includes three major assembly plants and automotive operations in 88 of the 95 counties. Tennessee has been Business Facilities magazine's top state in automotive manufacturing for five of the last six years. Agracel knows the importance of suppliers and works with many of these suppliers all over the Midwest, South, and Southeast.

### Adient - Columbia, Tennessee

One such example of Agracel's work with an automotive supplier was in the acquisition and lease-back of a 162,500 sf facility in Columbia, Tennessee for Adient. One in every three automotive seats in the world comes from an Adient facility.

*"Agracel was fabulous to work with - incredibly flexible, highly competent, and entirely on top of the process."*

- John Huguenard, International Director  
Head of Capital Markets,  
Jones Lang LaSalle



Resource Label Group - Bartlett, TN



Mt. Sterling Industrial - Mt. Sterling, KY



ADIANT  
COLUMBIA, TENNESSEE



Mark Keller  
Director of Construction Management



Dan Haarmann  
Construction Manager



Brady Cauthen  
Construction Manager

## CONSTRUCTION MANAGEMENT

Mark Keller and our Agracel Construction Management Team bring leadership and expertise to every phase of a project, from planning and design, through construction to move-in day. Our goal is to fully understand how you intend to operate in the facility so the building can be designed accordingly. Our construction managers will oversee every stage of the project so you can continue to focus on your business operations.

Communication is key. Throughout the construction process members of our team interact regularly with our design team partners and contractors to ensure your project receives the highest commitment to quality.

### The added value of partnering with the Agracel Construction Management Team

- Value Engineering Opportunities • Preconstruction Management
- Coordination of Design and Construction • Procurement Planning
- General Contractor Management and Qualifications • Competitive Bidding Process
  - Schedule Management • Project Supervision
- Constant Chain of Communication • On-Site Construction Camera



TEKNOWARE  
CONWAY, SOUTH CAROLINA



## MARKET SPOTLIGHT - SOUTHEAST MARKET

Our Southeast office services the **North Carolina, South Carolina, Virginia, and Georgia** Regions.

**The Carolinas** remain an extremely active industrial market which is largely due to their growing existing industrial base, investments in infrastructure (highway, rail, sea, and air), growing population, and a laser-like focus on knocking down barriers for prospective companies considering them for job creation and investment. The Carolinas have experienced economic development agencies that are well versed in the needs of global companies and rather than reacting to challenges, they are now predicting where the road blocks may lie and have removed them from consideration. This proactive preparedness has matriculated throughout the Carolinas from the largest MSAs to the more rural communities, and all are realizing success because of their efforts.

### **Teknoware - Conway, SC**

It is that knowledge of the needs of global companies that paid dividends for Agracel in the development of a 45,375 sf facility in Horry County, South Carolina for Teknoware. Teknoware is a Finland based manufacturing firm that develops, manufactures, and supplies interior lighting systems for commercial vehicles, as well as emergency lighting systems for public premises and ships.

### **Gestamp - Union, SC**

Gestamp, a Spanish multi-national engineering company for the automotive industry, is no exception. Agracel purchased the original 60,000 sf facility and expanded the building to a total of 181,710 sf. As we were completing the original expansion, Gestamp approached us about adding an additional 60,000 sf to the facility, which we have completed. The building now stands at 243,580 sf with a third expansion underway.



Richard Blackwell  
Vice President of Development  
Southeast Office



Gestamp - Union, SC



Todd Thoman  
Director of Development Services

*"Agracel is a tremendous asset to have on your side. As a development partner, you will find they make the entire process seamless. Having worked with Agracel on the construction of our facility in 2007 and now three expansions later, I will guarantee there is not a better group to pair with as you grow your company."*

- Calvin Kirby, Industrial Manager  
Kotobukiya Treves North America (KTNA)

## BUILDING EXPANSIONS...A VITAL PART OF AGRACEL'S GROWTH

Expanding the footprint of existing facilities has long been a service we offered. It was always something we were eager to do but had never been a main driver of our business, until recently. This hub of activity is of growing importance to us.

So, what is causing this influx of clients needing additional square footage? As we study our clients, specifically the ones who are expanding, we see a vast number of individual reasons. We are seeing growth in the automotive supplier sector; need for additional warehouse and distribution space due to high volumes of product being produced by manufacturers; and, to be competitive in the age of advanced manufacturing and technology, a true need for upgraded buildings and equipment. But, the bottom line is this...the economy, particularly the manufacturing sector, is in growth mode and we are thrilled to be part of it.

As a part of our growth strategy, expansions are not only a true win for us as the building owner, it is also a win for the client. From an Agracel standpoint, when we do an expansion for our tenant, we are typically extending the lease term. The extension gives us a more valuable lease and therefore a better long-term investment for both Agracel and our investment partners. And, of course with the expansion and upgrades, the building value is enhanced as well. For the client, they are getting the additional space needed to make their business more successful without incurring all of the upfront costs. This allows them to use their capital for additional workforce and equipment.



KTNA  
SCOTTSBORO, ALABAMA

ZF TRANSMISSION  
LAURENS, SOUTH CAROLINA



## INTERNATIONAL COMPANIES SPOTLIGHT

Agracel has been privileged to work alongside several international clients, some seeking their very first manufacturing facilities in the United States, while others were looking to expand their presence in the U.S. market. Agracel takes pride in assisting incredible companies headquartered around the world including Germany, Japan, France, Spain, Finland, and Canada.

### **Agracel Selected to Develop New Facility for ZF North America in South Carolina**

Agracel was selected by ZF North America as the developer for a 100,000 sf facility in Laurens County, South Carolina. The project included the purchase and up-fit of a 50,000 sf shell building located in the Owings Industrial Park, and expansion of the building by 50,000 sf. The facility houses manufacturing and warehousing operations. Due to tremendous growth, the facility has been expanded an additional 50,000 sf, bringing the building to a total of 150,000 sf.

The Agracel facility is located just a mile down the road from the main ZF North America Gray Court Manufacturing facility. With an annual capacity of 1.2 million transmissions, ZF North America Gray Court is the manufacturing site of the 8-speed automatic transmission, as well as the world's first 9-speed automatic transmission.

### **Agracel Developed First U.S. Facility for MAIREC in Spartanburg, South Carolina**

Agracel was selected by MAIREC to develop its first U.S. facility. As part of this development, Agracel purchased a 48,000 sf facility in Spartanburg County, South Carolina. Agracel signed a long-term lease agreement with the company. As part of the lease agreement, Agracel up-fit the building making significant building and site improvements to suit the tenant for occupancy.

Both ZF Transmissions Group and MAIREC are headquartered in Germany.



Jason Vaughn  
Regional Business Director  
Southeast Office

*"We entrusted Agracel as our development partner for our first U.S. production facility, and they delivered."*

– MAIREC President Mikhail Khaimov



MAIREC - Spartanburg, SC

SILGAN PLASTICS  
ERIE, PENNSYLVANIA



BAXTER ENTERPRISES  
WESTMINSTER, SOUTH CAROLINA



ACEMCO  
SPRING LAKE, MICHIGAN



OSBORN  
RICHMOND, INDIANA





Justyn Dixon  
Regional Business Director  
Gulf States Office

## MARKET SPOTLIGHT - GULF STATES REGION

As we pin point areas to grow our portfolio, we continue to be impressed with the progressive economic development professionals in the Gulf States (**Alabama, Mississippi, Louisiana** and the **Florida Pan Handle**.) Time and time again we are finding incredible communities who are willing to work with us to get projects done. In addition to the progressive communities, the entire region is fortunate to contain power companies that have strong economic development components.

### Comprehensive Logistics Incorporated/PACCAR Logistics - Columbus, Mississippi

Agracel and the Golden Triangle Development LINK (Columbus/Lowndes County, Mississippi) paired up to provide a distribution and warehouse facility for PACCAR. PACCAR is a global technology leader in the design, manufacture, and customer support of high-quality premium trucks. The Columbus plant specifically manufactures engines for optimized performance in Kenworth, Peterbilt, and DAF trucks. The facility is managed by Comprehensive Logistics, Inc. (CLI). Due to PACCAR's growth the facility is expanding an additional 150,000 sf bringing the facility to a total of 250,000 sf.



Mississippi Steel Processing - Columbus, MS



ULA - Morgan County, AL

*"They are our go-to company because we can get answers and get them quickly. Then, they have the capacity to do the deals. We bring them in day one. They are our partner. We don't call them when the deal is done. We let Agracel help structure the deal. You do not do that unless you have complete trust in someone."*

- Joe Max Higgins, CEO - Golden Triangle Development LINK

CLI/PACCAR  
COLUMBUS, MISSISSIPPI





## DID YOU KNOW?

We build, buy, and lease buildings, important buildings! In those buildings are the manufacturers that are making the products churning America. And, because of where we choose to develop, these buildings are creating good paying jobs in rural America.

## CONTACT US!

### Corporate Office

2201 N. Willenborg St.  
Suite #2  
Effingham, IL 62401  
217.342.4443

Dean Bingham  
dbingham@agrancel.com

Ryan Witges  
rwitges@agrancel.com

Todd Thoman  
tthoman@agrancel.com

Jason Runde  
jrunde@agrancel.com

Mark Keller  
mkeller@agrancel.com

### Gulf States Office

737 Highway 51, Suite B  
Madison, MS 39110

Justyn Dixon  
jdixon@agrancel.com  
601.856.5756

### Ohio Valley Office

3989 Broadway, Suite #125  
Grove City, OH 43123

Jason Kester  
jkester@agrancel.com  
740.935.2738

### Nashville Office

P.O. Box 466  
Thompsons Station, TN 37179

Daniel Webb  
dwebb@agrancel.com  
931.629.0606

### Southeast Office

15 S. Main Street, Suite 701  
Greenville, SC 29601

Jason Vaughn  
jvaughn@agrancel.com  
864.303.7150

Richard Blackwell  
rblackwell@agrancel.com  
864.784.5736

Brady Cauthen  
bcauthen@agrancel.com  
864.304.3962