

Agracel Supports Krops 4 Kids



Krops 4 Kids was the recent recipient of the 2016 Agracel Customer Appreciation Day

charitable donation. After a fun-filled day on the charity hole and with numerous donations from our generous clients and partners, Agracel presented a check to the organization for over \$2,600. Krops 4 Kids is an incredible program that through the process of a hands on education, teaches at-risk children how to prepare soil, plant seeds, and nurture plants throughout the harvest process. Thus the organization is providing healthy foods while instilling core values such as hardwork, ownership, responsibility, and gratitude, building upon Christian principles reflecting and showing the love of Christ.

If you would like to learn more about Krops 4 Kids visit their website at www.krops4kids.com.



Agracel Developing New Manufacturing Facility for Baxter Enterprises/Hi-Tech Mold & Engineering

Agracel is currently in the process of constructing a new 87,000 sf production facility for Baxter Enterprises/Hi-Tech Mold & Engineering in the Oconee Industry and Technology Park in Westminster, South Carolina. The project, which will result in 87 new jobs and over \$20 million in new capital investment for Oconee County, is expected to be completed in November.



Owned by the Schulte family, the companies are recognized as leaders in the plastics and tooling industries. With complementing operations, Hi-Tech Mold & Engineering, which was founded in 1982, designs, builds, and repairs molds and provides mold services, while Baxter Enterprises, which was founded in 1997, manufactures injection molded parts. Robert Schulte, President & CEO of both Baxter Enterprises and Hi-Tech Mold & Engineering, stated, "Our company values

our team members' service, dedication, and commitment to superior quality, engineering, mold making, injection molding, and value-added assemblies. We are excited to join the Oconee County community and look forward to serving our customers in the Carolina region at our new facility."



Economic Alliance, as well as construction and design team members Hogan Construction, McMillan Pazden Smith, and Thomas & Hutton.

We are thrilled to add both Baxter Enterprises and High-Tech Mold & Engineering to our portfolio of clients. To learn more about the companies, visit www.baxterent.com or www.hitechmold.com.

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Community Profile: Delaware, Ohio

Although the city and county of Delaware are named for the Delaware Indians from the eastern United States, it was the Mingo and Shawnee Indians who first inhabited this central part of Ohio. Moses Byxbe from Massachusetts arrived in the area in the early 1800's. In 1808, Byxbe platted the town of Delaware on the west bank of the Olentangy River, marking the beginning of the City of Delaware.

Present day Delaware has an estimated population of nearly 38,000, while the County is home to over 189,000. Located less than 25 miles from Columbus, Delaware is served by US Routes 23, 33, 42, and 36/37, as well as I-71 located just east of the city.

Nearly 2,000 businesses call the City of Delaware home, with manufacturers being key employers. PPG Industries, Inc. is one of the oldest and largest manufacturers in Delaware, employing 330 workers. PPG is a global leader in coatings and serves as an anchor in the Automotive Aftermarket Specialty Equipment Park, a cluster park for those serving the automotive specialty equipment industry. Other major manufacturing employers in Delaware include Domtar/AHP, a maker of diaper and hygienic products, with 290 employees; International Paper, with 175 employees manufacturing cardboard containers; and Midwest Acoust-A-Fiber, with 150 employees making thermal and acoustical products for the automotive industry.



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Vantage Outsourcing

Vantage Outsourcing began with the vision of providing the latest in cataract surgery technology at reasonable costs to outpatient facilities through cataract outsourcing services. CEO Ann Deters realized that many more hospitals and surgeons would be able to provide the latest in cataract surgery technology to their communities if there were an alternative to expensive ophthalmic medical equipment, instrument, and disposable supply purchases. Today, nearly two decades later, Vantage Outsourcing continues to provide ophthalmic instruments, medical equipment, and services to hospitals and surgery centers, small and large, rural and metropolitan.

Vantage also helps to initiate and nurture the relationships between facilities and surgeons, and between surgeons and referring optometrists, and works with all of them to market eye care services to the surrounding community. This has worked to alleviate costs and eliminate capital investments for many surgery centers. Vantage has saved the healthcare industry millions of dollars in capital and supply costs.

In 2012, Vantage was recognized by the government as an innovative service that could benefit their outpatient facilities and was awarded a ten-year government contract for providing cataract outsourcing services.

Earlier this year, Vantage Outsourcing relocated their home office to East Point Corporate Center in Effingham, Illinois. Extensive upfit was completed on 10,388 sf of space that includes loading docks. Vantage Outsourcing currently works with 150+ clients across the United States from its home office in Effingham, Illinois, and multiple satellite locations.

Learn more about Vantage at vantageoutsourcing.com.

Team Agracel - 2016





Antolin Interiors



Kongsberg Automotive

Two facilities, two companies, two states

Late summer 2016 proved to be a busy time for Team Agracel with the acquisition of two facilities. Both facilities are the homes to automotive suppliers.

The first, Antolin Interiors, is a 213,125 sf facility located in Nashville, Illinois. Agracel assumed a long term lease with the company upon purchase. The Nashville facility manufactures instrument panels and interior automotive components.

Antolin Interiors is a division of Grupo Antolin, one of the largest players in the car interiors market internationally and the number one worldwide supplier of headliner substrates. The company employs over 28,000 people around the globe.

Mike Margolis, Jim Belcher, and Kevin McLaughlin of Newmark Grubb Knight Frank represented the seller.

To learn more about Antolin Interiors please visit the web at www.grupoantolin.com.

The second, Kongsberg Automotive, is a 214,023 sf facility in Milan, Tennessee. Agracel assumed a long term lease agreement with Kongsberg Automotive. The Milan facility is the seating and headrest division of the company.

Rob Gernerchak and Michael Reid of Binswanger represented the seller on this property.

You may visit them on the web www.kongsbergautomotive.com

We are pleased to add Antolin Interiors and Kongsberg Automotive to our growing client list.

Acquisition/Leasebacks 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.

Jim Jobe Retirement

Jim Jobe will officially retire from his 16-year tenure with Total Quality Warehouse - Robinson, Illinois on November 17, 2016. Jim was not only our first employee at the Robinson location, but also the only employee we have ever had at the location. Jim came to Agracel through a lead from the Crawford County Development Association. The group knew we were building a facility and needed someone to oversee the daily operations. Jim proved to be the perfect fit!



Since then Jim has truly served as the face of TQW - Robinson. The facility's first occupant was Hershey, followed by Hershey suppliers, and then in 2007, Barry Callebaut. Over the years he has developed great relationships with every customer coming in and out of the warehouse. These exceptional relationships are the result of Jim's tireless work ethic and the special care he takes of each client. He treats TQW - Robinson as his own and is literally on call 24-7. It has become quite the joke over the years that Jim has never needed the computer to know what inventory he has in the building, being there since day one and rarely taking a day off, he knows every ounce of product that has come on and off his racking.

As a food grade facility he takes great pride in keeping the facility absolutely spotless. Jack Schultz, Agracel CEO, remarks, "Jim has been an extremely valuable employee who has always gone above and beyond to ensure that our clients are given the best possible customer service. He will be missed."

Congratulations Jim on 16 years of service and Happy Retirement. On behalf of all of us at Agracel and Total Quality Warehouse, thank you and enjoy dear friend!

Covering Your World

The Effingham Regional Growth Alliance has hired Craig A. Nielson as its CEO and President. The Agracel team has been privileged to work with Craig in his prior role as an industrial real estate broker and looks forward to partnering with Craig in his endeavors with The Alliance. Congratulations and welcome to Effingham, Craig!



Gary Chandler has recently accepted the position as the President and CEO of the Jackson County Economic Development Authority (JCEDA) in Jackson County, Alabama. We look forward to working together to continue to bring jobs and investment to Jackson County, Alabama. Congratulations Gary!



Our very own Jack Schultz was recently honored with the 2016 Outstanding Philanthropy Award presented by the Effingham County Community Foundation. Jack graciously gives an abundance of his time, talents, and finances to numerous organizations in and around Effingham County. On behalf of all of Team Agracel, Congratulations Jack!



Agracel's Mission Statement

To be the premier provider of development services to Agurb® communities, facilitating and retaining manufacturing and hi-tech jobs, resulting in a strong portfolio of buildings, thus creating long-term value for our stakeholders.

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Find Us On



Community Profile *continued*

Agracel had the pleasure of entering the Delaware industrial market in 2015 when we teamed up with Midwest Acoust-A-Fiber on an acquisition/expansion/leaseback project. The company was looking to consolidate their operations in Delaware and expand their manufacturing space. To aid in the company's growth, Agracel agreed to purchase Midwest Acoust-A-Fiber's existing 87,529 sf facility and construct a 40,000 sf expansion to accommodate their needs. The project allowed the city to retain 162 workers, as well as allow the company to hire 18 full-time employees over the next four years. A long-term lease is now in place on the 127,529 sf manufacturing and warehousing facility.

CEO Update

As has become our tradition, once again we would like to share an update on the CEO (Creating Entrepreneurial Opportunities) program. The CEO program is a unique, accredited high school course on entrepreneurship, open to juniors and seniors. The CEO students learn to become future business leaders through hands-on experience and the insights and experiences of business leaders.

For the 2016-2017 school year, eight more programs have been added, bringing the total CEO programs to 35. In total, 530 students from 159 high schools comprise this year's classes. Currently, programs are located in Illinois, Indiana, Minnesota, and Colorado.

Agracel is proud to be an investor in two local CEO programs. We look forward to the continued growth and success of CEO. Learn more about CEO at midlandinstitute.com.

