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## Front Page News

### Agracel Transitions Leadership

**Agracel, Inc. is pleased to announce Dean Bingham as the new CEO and President effective January 1, 2021, replacing retiring CEO and Founder, Jack Schultz.**

The past decade has marked tremendous growth for Agracel, Inc. Having developed over 20 million square feet of space in 20 states, the team is excited for what the future holds. Over the past two years, the Agracel leadership team and board of directors has been laying out the plan for the continued growth of our company including this natural transition of leadership. Though Jack will be retiring and handing over the reins to Dean, he will remain active as Chairman of the Board.

Bingham currently serves as Agracel's President and COO. "Dean came to Agracel in 1994 at a time when we owned two buildings. Hiring Dean was the smartest thing I have ever done. He is an amazing partner who truly knows the business. Dean has been the cornerstone to our tremendous growth. I look forward to seeing where he leads our company next," states Schultz.

Mr. Bingham is a graduate of the University of Illinois – Champaign with a Bachelor of Science in Industrial Engineering. His professional affiliations include current directorship

of Agracel, Inc., Effingham Railroad Company, Midland States Bank, and Mid-Illinois Concrete, as well as a member of the National Association of Industrial and Office Properties.

With Bingham assuming the role of President and CEO at the end of the year, Agracel also concurrently announces the appointment of Ryan Witges as Agracel's Chief Operating Officer (COO). Witges currently serves as Agracel's Executive Vice President. Ryan joined Agracel in 2006 as a Business Development Associate and later as the Director of Acquisitions and Development. "Ryan's vision for Agracel has driven our company to a new level. His growth with this company has been extremely exciting to watch. It is with great enthusiasm that we appoint him as COO," states Bingham.

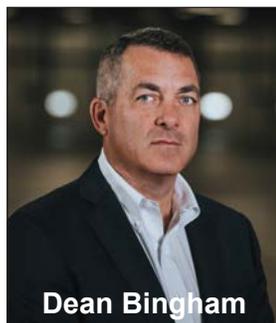
Ryan is a graduate of Indiana State University with a Bachelor of Science in Business Management. Witges is also a licensed real estate broker. His professional affiliations include the National Association of Industrial and Office Properties and the Society of Industrial and Office Realtors and he serves as a Greater Effingham Alliance Board Member.

Schultz also comments, "The Agracel of 2020 far surpasses the vision I had when the company was founded in 1986. I am grateful to the entire Agracel team for sharing my passion and exceeding my dreams. The shift to Dean and Ryan at the helm is a very natural transition. I am extremely proud to have the two of them leading us into the future."

Join us in Congratulating Dean and Ryan and wishing Jack all the best in retirement.



Jack Schultz



Dean Bingham



Ryan Witges

**34**  
YEARS OF  
EXPERIENCE

**20M**  
SQUARE FEET  
DEVELOPED

**16,725**  
NUMBER OF  
JOBS CREATED

**20**  
STATES WITH  
PROJECTS

**930M**  
COMBINED  
INVESTMENTS

# Community Profile

## Vicksburg, Mississippi

**Vicksburg has long been on Agracel's development radar which made our recent acquisition of the Laclede Chain manufacturing facility even sweeter.**



Since its founding in 1825 Vicksburg has maintained its leading role as a trading center on the Mississippi River and as an important state gateway for national and international trade. Founded on a tradition of commerce and entrepreneurship, Vicksburg's roots diversified as a plethora of immigrants from different faiths and origins populated the city over the decades.

With their ingenuity, innovative spirit, and problem-solving nature, Vicksburgers have played a key role in shaping America's history. Today, the community continues to work reinventing themselves and the region as they carve a new path as the most innovative and intelligent city in the southeast. From innovative educational initiatives, tech-centered economic development policies, and transformative quality of life investments, Vicksburgers are currently writing the next chapter in the City's history of success.

Vicksburg's strategic advantages include a pro-business environment, a strong combination of logistical options, a robust and trained workforce, direct access to Mississippi's largest metropolitan area, and unparalleled educational and workforce training systems in the State of Mississippi.

## Acquisition Activity Agracel Acquires Laclede Chain

**Agracel has closed on a two-building portfolio occupied by Laclede Chain. The portfolio consists of a 92,178 sf facility in Vicksburg, Mississippi, and a 126,082 sf facility in Maryville, Missouri. Laclede Chain has entered into long-term leases on both facilities.**

Laclede Chain Manufacturing Company LLC is an ISO 9001 certified manufacturer of industrial chains and tire traction chains. Hardware and industrial products include all grades of welded chain, including overhead lifting chains, transportation tie-down chains, high test chain, proof coil chain, and several types of weldless chain. They offer a full line of chain hooks, fittings, and other accessories. The Tire Chain Division manufactures and imports several classifications of chains for passenger cars, light trucks, SUVs, commercial trucks, buses, tractors and off-road vehicles.



Maryville, MO



Vicksburg, MS

Laclede currently manufactures out of four facilities across the United States; Vancouver, Washington, Fenton, Missouri, and the two facilities recently acquired by Agracel.

The purchase in Mississippi marks Agracel's twelfth development in Mississippi and our sixth project in Missouri.

Damon Root with Kwekel Companies represented the seller.

To learn more about Laclede visit them at [lacledechain.com](http://lacledechain.com)

A large piece of what elevates the Vicksburg area in terms of Economic Development is the Vicksburg-Warren Partnership. This economic development group embodies what Agracel is looking for when we seek communities to acquire or build properties. At the helm of this "ship" is a great long-time friend and development partner to Agracel, Pablo Diaz.



**Pablo Diaz**

"We have worked with Pablo for years in numerous areas and those partnerships always end with great success. Pablo knows the needs of manufacturers and has an amazing grasp on what it takes to succeed in the economic development arena. He truly is one of the better economic developers in the state whose innovative mindset puts him heads above many of his peers across the U.S. In his short time in Vicksburg, he has already recruited multiple companies to the community. Bottom line, we are excited to be on his team," states Justyn Dixon, Agracel's, Director of Development-Gulf States office.

Agracel is thrilled to be in Vicksburg and we look forward to more opportunities with Pablo and his team! To learn more about the area visit [vicksburgusa.com](http://vicksburgusa.com)

## Under Construction ProAmpac

**ProAmpac is a leading global flexible packaging company that provides creative packaging solutions, industry-leading customer service, and award-winning innovation to a diverse global marketplace.** ProAmpac's approach to sustainability provides innovative sustainable flexible packaging products to



help their customers achieve their sustainability goals. The company is guided in their work by four core values that are the basis for their

success: Integrity, Intensity, Innovation, and Involvement. Cincinnati-based ProAmpac is owned by Pritzker Private Capital along with management and co-investors.



Through strategic growth, ProAmpac's network has spread across the globe, and includes more than 4,000 employees working in 34 manufacturing centers on three continents and in seven countries (including United States, United Kingdom, Canada, Germany, Switzerland and Southeast Asia). These manufacturing centers are supported by nine graphic design centers serving more than 5,000 customers in 90 countries. Together, they serve a diverse class of markets, including food and beverage; food service; home, health and beauty; lawn, garden and specialty; pet; retail; and secure products.

## Featured Partner NCEast Alliance

**The NCEast Alliance is the lead economic development organization serving eastern North Carolina. The Alliance is a regional, private, not-for-profit, economic development agency serving more than one million residents within several small metropolitan and micropolitan areas from the fringe of the Research Triangle to the Atlantic Coast.** The largest cities in The Alliance's footprint are Greenville (metropolitan population of 200,000) and Jacksonville (metropolitan population over 180,000.)

The organization provides community capacity building and assists companies with site location and expansion decisions. Led by interim director Vann Rogerson, The Alliance operates under three strategic priorities: Marketing and Business Attraction; Workforce Development and Education; and Advocacy.

The region's economy is well diversified, with the military (four primary bases) or defense sector, value-added agriculture (including food & beverage), aerospace, life science and health care, advanced manufacturing (motor vehicle assembly and parts manufacturing, large appliances, industrial machinery, etc.) and tourism as the major economic drivers. At least seven advanced manufacturing companies in the region have more than 1,000 workers, including Cummins Rocky Mount, Perdue Products, Fleet Readiness Center East, Patheon, Bridgestone Americas Tire Operation, and Hyster-Yale Group.



Agracel had the opportunity to enter the NCEast market a couple years back when we completed a acquisition-leaseback on a facility in Enfield to Cummins, Inc. The nearly 320,000 SF building serves as a warehouse and distribution center for Cummins' Rocky Mount manufacturing operation.

"The eastern region of North Carolina is a very active area," stated Jason Vaughn, Agracel's Regional Development Director for the Southeast Office. "We appreciate the partnership we have developed, including with former director John Chafee, and now with Vann Rogerson (Interim Director) and Trey Goodson (Regional Economic Developer). We look forward to developing our presence in the region."

## From the Desk of Richard Blackwell Vice President of Development, Southeast Office



**Richard Blackwell**

As we move past the mid-point of 2020, I recall recently seeing a meme of a social media post that had Doc from the movie 'Back to the Future' telling Marty: "Whatever you do, don't set the date for 2020." Hard to imagine that movie is now 35 years old. Reading that post made me chuckle a bit due to the truth within it but also got me thinking about the word – perspective.

No doubt we are living in challenging times with so much uncertainty; but I go back to that word - perspective. Change is scary and at times, difficult. Yet I am reminded of a quote from Albert Einstein – "In the middle of difficulty lies opportunity." And there lies the perspective for "Team Agracel."

Thanks to the vision of Jack Schultz and guidance from our leadership team over the years, our approach of focusing on rural markets and manufacturing has yielded us continued opportunity. As many industrial developers retreat during these uncertain times, we press forward.

For over 30 years, Agracel has made it a priority to focus on rural markets and recent trends indicate an increase in industrial development opportunities for rural economies. Within the Southeast market, we are seeing this as more manufacturers consider their next real estate solution outside core markets. Just last year, our team helped land a new state-of-the-art food production facility for Muffin Mam in Laurens County and helped develop a new facility for Horton, their first new build in over 20 years, in Oconee County. These two manufacturers could have easily invested in the bigger cities but chose to do business in rural communities.

Since the pandemic, we have witnessed the manufacturing sector going through structural changes due to increased automation demands, moving to less dependency on one supplier, streamlining operations, and creating a more resilient supply chain. This might appear to be cause for concern, but it translates into opportunity. The team at Agracel has continued active discussions around these subjects with tenants, economic developers, brokers, and private equity partners. We have had new development opportunities in our markets arise due to these themes, so be on the look out for upcoming success stories that will showcase that through this interesting economy the Agracel team has kept perspective and pushed forward. The times are tough and we each must do our part. Opportunities are out there and as I always say.... the best is yet to come. Let's make that our perspective.

## Who We Are...

Agracel, Inc., an industrial development firm, provides development services to owners, managers, and investors of industrial and commercial facilities. Agracel has developed projects in **20 states** totaling over **20 million square feet**. So...what makes Agracel so unique from other developers? The difference is where we choose to develop. The small town market is one that many developers ignore. Not Agracel. As an industrial development company that focuses on developing projects and creating jobs in rural towns, Agracel has created a unique model in the industry.

### Corporate Office:

**Todd Thoman, Ryan Witges**  
2201 N. Willenborg St., Suite 2  
Effingham, IL 62401  
Tel 217.342.4443

### Ohio Valley Office: Jason Kester

3989 Broadway, Suite 125  
Grove City, OH 43123  
Tel 740.935.2738

### Gulf States Office: Justyn Dixon

737 Highway 51, Suite B  
Madison, MS 39110  
Tel 601.856.5756

### Nashville Office: Daniel Webb

P.O. Box 466  
Thompsons Station, TN 37179  
Tel 931.629.0606

### Southeast Office:

**Jason Vaughn** Tel 864.303.7150  
**Richard Blackwell** Tel 864.784.5736  
15 S. Main St., Suite 701  
Greenville, SC 29601



Agracel, Inc.  
P.O. Box 1107  
Effingham, IL 62401

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## Covering Your World

34 YEARS IN BUSINESS

20M SQUARE FEET DEVELOPED

930 MILLION \$ TOTAL INVESTMENTS

16K JOBS CREATED

20 STATES WITH PROJECTS

We are pleased and excited to share with you our new website! Work began more than a year ago, as we sought out the latest user-friendly and informative features to make our website a perfect introduction to Agracel. Check it out at [www.agracel.com](http://www.agracel.com).

In conjunction with our new website, we also launched our new weekly electronic newsletter, Inside Our Industry. Our intention is to focus primarily on news pertaining to our industry of Industrial Development. The e-zine posts weekly on Tuesday mornings. You are welcome to sign up for Inside Our Industry on our website under the "News & Education" tab.

### Steven A Hunter Hope Fund selected as 2020 Agracel Can-Do Fund Recipient.

Agracel, Inc. employees selected the Steven A Hunter Hope Fund to receive a \$10,000 gift. The donation will provide meals for children who may not have enough food in their homes. The organization is based out of Portsmouth, Ohio. During these very uncertain times where many children have been home for months without the prepared school lunches, the Hunter family has been making sure that children are being taken care of weekly.



Jason Kester, Agracel's Regional Development Director in the Ohio Valley Office, nominated the organization and had the privilege of presenting the Hunter family with the check. The team at Agracel is thrilled to be able to aid such a worthy cause.

To learn more visit [www.stevenshopefund.org](http://www.stevenshopefund.org).



**It is with great sadness that we share with you the passing of our dear friend, Dr. Peter Kollinger. Peter passed away June 2, 2020, at his home in Effingham, Illinois. He was 95 years old.**

Dr. Kollinger was an early investor with Agracel in the Effingham Medical Park. Most recently, Jack Schultz had the honor of writing a biography on Peter's life entitled, "Peter Kollinger: An Incredible 90+ Year Journey". His story was simply incredible and we were thrilled to be able to document his journey. Dr. Kollinger began his life in Ernsthausen, Yugoslavia, now Banatski Despotovac, Serbia, during a time of complete unrest in Europe and yet through the many trials he faced in a war torn area, became a doctor and made his way to the United States.

Peter made his mark on the Effingham Medical Community and will forever be remembered as a cornerstone for the tremendous growth of the medical region.

Over the past few years, Peter would pop into our office to sign a few books, tell a few stories, and just "check-in". His contagious smile will certainly be missed.