

## Front Page News

### **Graham Packaging**

Agracel recently had the pleasure to work on a second development project for Graham Packaging, this time in Muskogee, Oklahoma. This 177,000 SF warehouse facility serves a production plant in Muskogee. Agracel has under contract to purchase and will provide a long term lease to Graham Packaging on the warehouse, which marks Agracel's first project in the State of Oklahoma.

In 1996, Agracel purchased an existing 200,000 SF warehousing facility in Vandalia, Illinois, leased by Owens-Brockway. In 2004, Graham Packaging purchased Owens-Brockway, and assumed the long term lease in place on the Vandalia warehouse. In 2010, when the initial lease expired, Graham Packaging entered into a new lease for 80,000 SF of the warehouse, thereby leaving 120,000 SF available for lease.



*Graham Packaging, Muskogee, OK*

Graham Packaging, based in York, Pennsylvania, is a worldwide leader in the design, manufacture, and sale of technology-based, customized blow molded plastic containers for the branded food and beverage, household, personal care/specialty, and automotive lubricants product categories. The company was formed in the mid-1970s as a regional domestic custom plastic container supplier. Graham Packaging has a customer base that includes many of the world's largest branded consumer products companies. It produces more than 20 billion container units annually, employing over 8,200 individuals, with 97 plants in 15 countries across North America, Europe, South America, and Asia.

In addition, Graham Packaging is a leading U.S. supplier of plastic containers for hot-fill juice and juice drinks, sports drinks, drinkable yogurt and smoothies, nutritional supplements, wide-mouth food, dressings, condiments and beers; a leading supplier of plastic containers for liquid fabric care products, dish care products, and hard-surface cleaners; and the leading supplier in the U.S., Canada and Brazil of one-quart/liter plastic motor oil containers. The Blackstone Group of New York is the majority owner of Graham Packaging.

Visit [www.grahampackaging.com](http://www.grahampackaging.com) to learn more about the company.

## Current Activity

### **Agracel, Inc. develops facility for Davita, Inc.**

Agracel is partnering with the owner of an existing 7,200 SF facility in Charleston, Illinois to develop a state-of-the-art dialysis center. The facility is located just east of Sarah Bush Lincoln Health System, making it the perfect place to locate. The building, which was once used as an office/warehouse for a local vending company, requires both exterior and interior build-out. The exterior build-out is currently underway, and consists of a parking lot renovation, construction of a drive-up canopy, exterior lighting, new HVAC units, and minor demolition work. Once the exterior improvements are made, Davita will complete their interior build-out. The lease is set to officially commence late summer 2011.

DaVita Inc., a FORTUNE 500® company, is a leading provider of kidney care in the United States, delivering dialysis services and education to patients with chronic kidney failure and end stage renal disease. As of December 31, 2010, DaVita operated or provided administrative services at 1,612 dialysis facilities, serving approximately 125,000 patients. DaVita develops, participates in, and donates to numerous programs dedicated to transforming communities and creating positive, sustainable change for children, families, and our environment. The company's leadership development initiatives and corporate social responsibility efforts have been recognized by Fortune, Modern Healthcare, Newsweek, and WorldBlu, among others.



## Economic Update

### Is America Still #1?

From *Manufacture This – The Blog of the Alliance for American Manufacturing*  
www.americanmanufacturing.org

In 2011, the U.S. is poised to lose its 110-year run as the world's leader in factory production to China. China's economy surged ahead of Japan in 2010 to become the world's second largest. While the U.S. remains the largest by gross domestic product, analysts predict that the U.S. risks losing that position by 2025 – if not sooner.

#### U.S. manufacturing today.

- 5.5 million – the number of manufacturing jobs lost in the last decade – roughly one-third of the manufacturing workforce.
- 51,000 – the number of manufacturing plants shuttered in the last decade.
- 2.4 million – the number of American jobs lost or displaced between 2001-2008 due to our massive and growing trade deficit with China.
- 40 – the percent that China's currency is undervalued.
- 83 – the percent of our trade deficit in non-oil goods in 2009 attributable to China.



#### Manufacturing is the backbone of the American economy and expanding and deepening our nation's economic recovery cannot happen without reinvigorating our industrial base.

- In 2008, manufacturing produced \$1.4 trillion in national income, making it one of the largest sectors in the American economy.
- Nearly 90 percent of all patents filed come from the manufacturing sector.
- American manufacturers are the leading buyers of new technology in the United States.
- American manufacturing directly employs roughly 11.7 million Americans and directly supports millions of additional jobs in other sectors.
- American manufacturing has a higher multiplier effect (4 to 5 indirect jobs) and pays better wages (20 percent high on average) than other sectors of the economy.
- In 2010, manufacturing was viewed by American voters as the most important sector to the overall strength of the American economy and for our national security.
- In 2010, 83 percent of American voters expressed support for tariffs on Chinese imports if they continue to cheat through their trade policies.

We are hopeful that American manufacturing will continue to rebound from the Great Recession. Stay tuned as we will keep a watchful eye on this vital sector of the U.S. economy.

## TQW

### A Chocolate Lover's Dream

How would you like to work in a 40,000 SF warehouse full of chocolate? Jim Jobe, our Warehouse Manager in Robinson, Illinois, is truly working in the best possible warehouse environment! Upon entering the building, you are greeted by the sweet smell of many of the special ingredients that go into making chocolate, caramels and other goodies that go into candy production. A dream come true, right?

Total Quality Warehouse in Robinson, Illinois, just happens to sit at the back door of a Hershey Co. manufacturing facility and to the chocolate manufacturing giant, Barry Callebaut.



The Robinson Hershey manufacturing facility currently produces many of the popular brands loved by consumers, including PAYDAY, HEATH, WHOPPERS, and MILK DUDS candies. The Robinson Hershey facility also makes a line of fine dark chocolate called Scharffen Berger. The cocoa beans are ground and made into the finest of chocolate right in the Robinson facility.

TQW also services another confectionery company, Barry Callebaut. Barry Callebaut offers cocoa and chocolate products, ready-to-use fillings and decorations, coatings and cocoa powders as well as customized services to the entire food manufacturing industry. Barry Callebaut is a supplier to many well-known candy manufacturers.

A few more fun facts...

- 2,376 lb. blocks of chocolate are brought to the United States via ship from either Belgium or Sweden, then railed from the port to Chicago, then railed again to St. Louis, and then trucked from St. Louis to Robinson, Illinois.

-Hershey is currently in full swing producing 2011 Halloween candy.



*Chocolate Blocks*

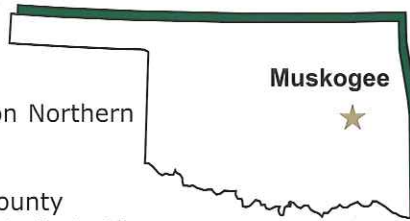
-Robinson TQW also warehouses the cardboard packaging used for packing and shipping the chocolate and candy products.

## Community Profile

### *Muskogee, OK*

When the Missouri-Kansas Railroad became the first rail line to cross Indian Territory in eastern Oklahoma in 1872, the town of Muskogee was born. Named for the Creek Tribe and located near the confluence of the Arkansas River, Verdigris River and Grand River, Muskogee grew into Indian Territory's most important city when the U.S. government established the Union Agency for the Five Civilized Tribes in 1875. The Five Civilized Tribes had arrived in the area after the long trek from the southeast along the "Trail of Tears". The city was incorporated on March 19, 1898. A rich Native American past, along with the storied times of the early American westward expansion, provide a unique history for Muskogee.

Muskogee is an economic center for eastern Oklahoma and operates the Port of Muskogee, which is accessible from the Gulf of Mexico. It is crossed by U.S. Highways 62 & 64, and OK State Highways 2, 16, and 165. The Davis Field Airport and Hatbox Airport are both located within the city limits. The Tulsa International Airport is only 47 miles away. Railroad service is offered by the Union Pacific and Burlington Northern Railroads.



The City of Muskogee is located in the county bearing its name, and is the county seat. Forty thousand residents call the City of Muskogee home, while nearly 71,000 folks reside in the county. Tulsa lies 50 miles northwest of Muskogee, and the Oklahoma-Arkansas state line is 50 miles to the east.

A number of large employers provide opportunities for the area. The largest industrial employers include: Georgia Pacific with 1,350 workers in the paper industry; Acme Engineering and Manufacturing Corp., a ventilation company with 380 employees; and Dal-Tile, Inc., a maker of tiles, with 300 workers. Agracel will be entering the Muskogee industrial market with the purchase of a 177,000 SF facility leased by Graham Packaging Co.

For more information on Muskogee, visit [www.cityofmuskogee.com](http://www.cityofmuskogee.com) and [www.muskogeechamber.org](http://www.muskogeechamber.org).

## Featured Client

### *Pomp's Tire*

Pomp's Tire has been a tenant in Agracel's Bedford Industrial Center since 2006. The company recently signed an extended term lease for the 114,000 SF they occupy. Bedford is Pomp's Tire's first location in Pennsylvania. The move into Pennsylvania was necessitated by a need to provide tires to a growing manufacturer in the area. Five years later, Pomp's is still going strong. The company utilizes their space for warehousing and tire processing.



Pomp's Tire humbly began in 1939 as a passenger and commercial wholesale operation in Green Bay, Wisconsin. Over the decades, Pomp's expanded and presently has retail operations in seven states and 12 retread operations in five Midwestern states. With nearly 400 skilled professionals, Pomp's stands ready to meet their customers' needs with a full range of tire, truck and automotive service needs.

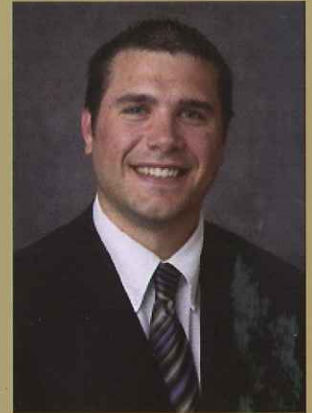
Visit [www.pomptire.com](http://www.pomptire.com) to learn more about the company.

## Meet...

### *Ryan Witges*

Ryan Witges joined Agracel in June 2006 and presently serves as a Business Development Associate on the Development Team.

Prior to coming to Agracel Ryan received his Bachelor of Science in Business Management from Indiana State University. He also completed a summer internship for the company during the summer of 2005. In 2008 Ryan earned his Real Estate Salesperson license and he is presently working to earn his broker's license.



Ryan has undertaken several projects since coming on board. Primarily he has worked on local commercial and retail medical projects, including In-Home Medical of Sarah Bush Lincoln Health Systems, with locations in Effingham and Mattoon, Illinois. Ryan has also taken on Agracel's first residential development project, Historic Hills, and oversees the residential lot sales, as well as commercial development within the property. In addition, Ryan maintains a network of broker contacts to link potential sale/leaseback deals between Agracel and sellers.

Ryan is a valuable member of the Development Team at Agracel. He and his wife Ann, along with their one year old daughter Carly, reside in nearby Teutopolis. If you have questions about how Ryan and Agracel can assist your business needs, please contact him at 217.342.4443.

# AGRACEL, INC.

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### Covering Your World

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City of Effingham, Leland Speed

## Development Quarterly

1200 Network Centre, Suite 3  
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**Spring 2011**

## Covering Your World

### **Bill Morton, Chuck Deters, Steve Will, City of Effingham, Leland Speed**

◆ Bill Morton, president of Morton Development, was recently presented the 2011 Venture Award at the Morton (IL) Economic Development Council's annual investor appreciation luncheon. The award recognizes Bill's entrepreneurial spirit and his dedication to the village of Morton. Agracel has had the pleasure of having Bill as our client for over 16 years. Congratulations, Bill!

◆ The First National Bank of Dieterich (IL) recently announced two promotions within their banking organization. Chuck Deters now serves as the President of Prime Banc Corp. and Steve Will serves as the President of The First National Bank of Dieterich.

Tom Niebrugge, Chairman and CEO of The First National Bank of Dieterich and Prime Banc Corp., commented, "Steve and Chuck are community bankers who will maintain and strengthen the community banking principles that are at the heart of our banking organization." Congratulations to Chuck and Steve!



◆ The City of Effingham, Illinois, was recently listed among the nation's top micropolitans for 2010 by Site Selection Magazine, a corporate real estate and economic development publication. Effingham recorded two new or expanded corporate facilities during 2010. While that might sound small, only six micropolitans in the nation recorded 10 or more such projects during 2010, and only 24 recorded five or more projects.

◆ In March, Mississippi Governor Haley Barbour announced that real estate developer Leland R. Speed would return to lead the Mississippi Development Authority for the remainder of the Governor's term. Leland formerly served in the same role from 2004-2006. In addition, he has served in a number of public and private positions throughout his career. We at Agracel wish Leland the best of success!

**SITE** Selection