

Featured Partner

Tennessee Valley Authority (TVA)

Agracel is pleased to feature our long-time economic development partner, the Tennessee Valley Authority (TVA), the nation's largest public power provider and a corporation of the U.S. government. TVA was established by Congress in 1933 to address a wide range of environmental, economic, and technological issues, including the delivery of low-cost electricity and the management of natural resources. TVA's power service territory includes most of Tennessee and parts of Alabama, Georgia, Kentucky, Mississippi, North Carolina, and Virginia, covering 80,000 square miles and serving more than 9 million people.



TVA has long been involved in the economic development of their region, and is one of the leading utility economic development programs

of the nation. Working with customers and strategic partners, TVA works to grow the region's industrial base and support the retention and expansion of existing businesses and jobs. TVA economic development support has contributed to more than 300,000 new or retained jobs and \$32 billion in business investment in the region since 2005. TVA's strategic work to attract and retain jobs has earned a top 10 ranking for economic development among North America's utilities by Site Selection magazine, a national publication, each year from 2006 through 2011.

Agracel values our partnership with TVA, as their territory is in line with our target markets. TVA has assisted Agracel on several of our past site selection projects and a number of our development deals over the past decade. TVA does an excellent job of fostering the local economic development programs in their service territory and is a leader in industrial development.

We look forward to continuing our strong relationship with TVA. To learn more about TVA, visit www.tva.com.

Front Page News

Agracel Acquires Battle Creek, Michigan Facility

When fire destroyed Janesville Acoustics' Newcomerstown, Ohio, facility (also Agracel owned), the company was left with a big decision: to rebuild in Ohio or to relocate. Janesville Acoustics decided that a move to Battle Creek, Michigan not only made the most sense logistically, but also, provided a greater workforce base. Agracel purchased the facility and entered into a long term lease with Janesville Acoustics. The 308,730 sf industrial facility is situated midway between Chicago and Detroit off I-94 in the Fort Custer Industrial Park.



Prior to the company taking occupancy of the building, \$3.6 million in upfit is taking place. The renovation includes a new compressor room to accommodate compressed air throughout the production area; a complete remodel of offices, break rooms, and restrooms; replacement of doors; an increase in gas and electrical service capacity; the conversion of the sprinkler system to an ESFR system; new energy efficient lighting in the offices and production area; as well as fire alarm and security systems including cameras and access controls.

Janesville Acoustics is one of the world's largest producers of acoustical and thermal fiber insulation to a variety of automotive applications. The Battle Creek purchase marks Agracel's second investment in The Wolverine State.

TQW

What's Happening at TQW...

We are fortunate to work with some really great companies. One of our fulfillment clients has expanded their products into multiple new retail channels and they are keeping the TQW team busy filling orders for initial stock builds into stores in the United States and Canada. Another client recently acquired exclusive distribution rights for a top-selling product line and we are seeing increases in product shipments on a daily basis. In response to the new activity, TQW has added another small package shipping station so that we can maintain our shipping standards.



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Agracel Opens Mid-South Office

Justyn Dixon to lead Mid-South Region Development

Justyn Dixon, a native of Central Mississippi, joined Agracel in July. Justyn comes to us from his role with the Tennessee Valley Authority (TVA) as an Economic Development Specialist in the Mississippi territory where he was responsible for project management and site development. Prior to joining TVA, Justyn worked as a Senior Project Manager with the Mississippi Development Authority's Global Business division where he focused on recruiting new investment into Mississippi. Before getting into economic development, Justyn spent 12 years in medical/pharmaceutical sales and three years in building material sales.

Justyn's proven track record for success in the Mid-South, as well as his established relationships with real estate brokers, industrial site consultants, and state, regional, and local economic development groups, makes him the perfect fit for Agracel as we work to expand our presence throughout the Mid-South.

Justyn is a graduate of the University of Mississippi with a Bachelor of Science in Business Administration. He is married to Leslie Dixon and has two children, Mary Reid, 14, and Sims, 10.

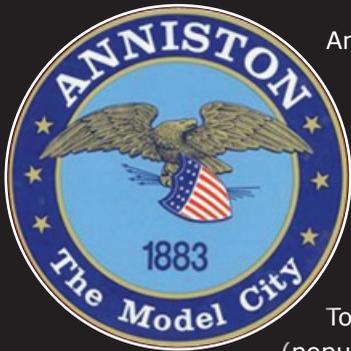


Justyn Dixon

Contact Justyn at his office in Madison, Mississippi, at 601-856-5756 or jdixon@agracel.com.

Community Profile

Anniston, Alabama



Anniston, Alabama, is nestled in the foothills of the Appalachian Mountains, conveniently located halfway between Birmingham and Atlanta. The City began as a private business venture. In 1872, Samuel Noble and General Daniel Tyler founded the Woodstock Iron Company. For almost a decade, the city existed as a private company town called Woodstock. It was closed to outsiders who had no link with the company. The first public lots were sold in June 1883 and the town was officially opened to the public on July 3, 1883, being renamed Anniston for Annie Scott Tyler (Annie's Town), daughter-in-law of General Daniel Tyler, one of Anniston's founders.

Today, Anniston is a thriving city with 23,106 residents. Situated in southeastern Calhoun County (population 118,572), Anniston is served by Interstate 20, US Highway 78 and 431, and Alabama Highway 21. Anniston Regional Airport, with a 7,002' runway, supports a variety of aviation activity, including corporate and business use, along with use for law enforcement, emergency medical evacuation, and forest fire fighting. The airport is also used occasionally for recreational flying, agricultural spraying, and air shows.

The military has played an important role in the growth of Anniston. Fort McClellan was established in Anniston by the federal government in 1917 as a US Army training facility. Following the base closure in 1999, the property was turned over to the local community for economic development. The McClellan Development Authority was established to develop a mixed use community that attracts new businesses and well-paying jobs, while preserving the historic character and natural beauty of the area. Since the base closure, McClellan has developed and grown, and today is home to over 900 residents and a work place for more than 3,000 employees, as well as two state schools, Jacksonville State University – McClellan Center, and Gadsden State Community College – McClellan Campus.

Agracel is pleased to announce that we have entered the Anniston industrial market with our recent acquisition of the International Automotive Components' (IAC) facility. Learn more about IAC in our Current Activity section on page 3 of this issue of Development Quarterly.

Visit www.anniston.al.gov or www.calhouchamber.com to learn more about Anniston and Calhoun County, Alabama.

Park Activity

Agracel's New Office

By the time you are reading this the Agracel Team should be nicely nestled in our new office. The completely remodeled 8,372 sf of space is nothing short of beautiful. Our hats are off to AKRA Builders and their entire team of contractors who have renovated the former call center space into a state-of-the-art office.

The space was designed by Bob Rowe of Pure Architecture Studios in Waukesha, Wisconsin, and the interior design and decor by Wright's Furniture with OFS supplying the office furniture.

In keeping theme with our core business, the lobby gives an industrial feel with an exposed ceiling, reclaimed brick and steel accents. Next time you are in our neck of the woods, we would love to show you our new space!

Our new address is 2201 N. Willenborg St., Suite #2, Effingham, Illinois. The office is located in the East Pointe Corporate Center in Agracel's own Network Centre Park.



Current Activity

Anniston, Alabama Acquisition

Agracel's building inventory in Alabama continues to grow with the acquisition of the International Automotive Components (IAC) facility in Anniston, Alabama. IAC North America is a Tier One global supplier of interior and exterior automotive parts. The purchase consisted of a 132,648 sf industrial



facility and four storage buildings totaling 17,134 sf. Agracel is thrilled to add IAC to their client list. The company has been recognized as the #1 injection molder in Plastics News North America and #17 on Automotive News top ISO suppliers. IAC has 35 locations with over 13,000 employees in North America.

The acquisition typifies the kinds of deals that we are looking for: A long-term lease with a solid credit tenant, in a growing industry, and located in a quality building.

For more information on IAC visit www.iacna.com.

TQW continued

This station is handling primarily single unit shipments or full master carton shipments of products for which we can preprint UPS shipping labels with the known weights and measures of these items and then marry the labels with the cartons as they are picked from inventory. This frees up the primary shipping line to continue processing orders with multiple items in mixed cartons.

One of the most significant changes as of late was in the upgrade of our RF (radio frequency) scanners. Since all of our receipts and shipments are scanned into our warehouse management software through RF scanners, you can imagine the wear and tear on these units. The new Motorola Symbol scanners are superior to our previous scanners in scanning sensitivity and ergonomics and they integrate well with our software system. Having great tools makes a measurable difference in our day!

TQW has also got a jump start on the 2013 requirement by the FCC for narrowbanding radios. We have had all of our radios updated from 25kHz technology to 12.5 kHz. This change will create more available channel capacity within the same radio spectrum and support more users.

It's nice to look back on these updates and know that we're being proactive and working ahead to continually improve our services.

AGRACEL, INC.

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Fall 2012

Development Quarterly

P.O. Box 1107
Effingham, IL 62401

Covering Your World

Jim McArthur, Rodney Murbarger, John Waddock, Matt Beavers

◆ Jim McArthur recently joined the Mississippi Development Authority (MDA) as the agency's new deputy director. Jim's extensive experience in business development, marketing, and economic development will serve him well in this new role. Agracel congratulates Jim, and looks forward to our continued relationship with MDA through our Mid-South Regional office.

◆ Rodney Murbarger was recently promoted to Executive Vice President of Loans for the First National Bank of Dieterich's Effingham, Illinois branch. He has 18 years of experience in commercial lending, credit administration and analysis, risk management, loan review, and investments. Rodney has been with the First National Bank of Dieterich since 2005.

◆ John Waddock has been named Market President of Macon and Shelby counties for Busey Bank in Decatur, Illinois. John's role will be to use his expertise to ensure that Busey Bank provides Macon and Shelby County customers with the resources necessary to grow their businesses and meet their financial goals, while continuing to strengthen the community.

◆ Matt Beavers has recently been appointed to the position of President and Chief Lending Officer of the First National Bank of Pana in Pana, Illinois. With 20 years of experience in the financial services industry, Matt is a veteran in commercial lending.

Jim Mentesti retires from GREDF after 27 years

In September 2012, Jim Mentesti announced his retirement as President of the Great River Economic Development Foundation in Quincy, Illinois. Jim served the organization for 27 years and led GREDF in hundreds of economic development projects. Great River Economic Development Foundation has been a driving force in Quincy and Adams County, Illinois since 1978, with a number one priority to retain existing businesses and help them grow, along with attracting new businesses to the area.



Jim Mentesti

Congratulations, Jim! We wish you the best in your retirement!