



MANUFACTURING FACILITY PRINCE GEORGE, VIRGINIA FACILITY



File Photo of Facility similar to Planned facility

**SouthPoint
Industrial Park**
216,480 square feet

Prince George, Virginia



ALABAMA

NORTH CAROLINA

TENNESSEE

VIRGINIA

TWO CENTRE PLAZA
CLINTON, TN 37716

865-457-3701 PHONE

865-457-5476 FAX

August 16, 2017

Ms. Renee Chapline
President & CEO
Virginia's Gateway Region Economic Development Organization
256 East Ellerslie Ave, Ste D
Colonial Heights, VA 23834

**RE: Hollingsworth Complete Industrial Building
SouthPoint Business Park
216,480 SF on 21.47 Acres**

Dear Ms. Chapline:

In response to your Request for Proposals related to a time-sensitive manufacturing facility, please accept for consideration our proposal for a new Complete Industrial Building using our time tested continuously improved industrial prototype. The design is very flexible for both manufacturing and warehousing operations and has already been value engineered and improved for thirty-five years. We are long term owners of over 18,000,000 square feet of industrial facilities located in 15 states, so we have learned what is truly valuable in the entire life-cycle costs of an industrial facility. The specifications of our prototype design are finely honed to ensure the building is not only economical to build, but economical to maintain as well.

A location in Prince George County Virginia, SouthPoint Business Park provides your client an advantageous location with easy interstate access to markets north, south and west. SouthPoint Business Park is home to 10 Hollingsworth projects delivered on time and on budget. We are creative problem solvers and are excited about the opportunity to work with your manufacturing client.

We have a site in the SouthPoint Business Park to locate a 216,480SF building. The 20.47-acre site provides several advantages.

- Standalone building and standalone site.
- Site located at the cul-de-sac end of Quality Way for additional security.
- Pre-permitted building site for completion in six months

Utilities are available at the edge of the site. See attached sketch for planned site layout. We will have the building constructed and ready for equipment installation in just six months from your approval of the facility. A certificate

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of Occupancy should be ready two weeks later. In 35 years of industrial development experience, we have never delivered a facility late. We are confident we can deliver in the required time frame and would be willing to offer a \$2,500/calendar day liquidated damages clause if we do not deliver as promised.

New construction actually has a more certain time frame. That is why we are willing to guarantee it. We already have the construction permit in hand with a prototype design that can be modified to tailor fit the process requirements of the building in a true fast-track delivery system. Buying and renovating an existing facility may not take any less time than building new and is much less likely to be an ideal arrangement for the most efficient operations. A new facility also comes with a new building warranty, providing greater certainty all around for both time and budget for the initial start-up and will pay dividends in efficiencies gained for the entire life of the facility. We have a unique agreement with A&S Building Systems to deliver the structure to the site in just six weeks from the day we order. Please click on the link below to see their letter of commitment.

At the Hollingsworth Companies, we realize that our business grows when our customers are successful and they continue to grow and need more industrial space that we can provide. To support our clients, we have developed a strategic partnership with Development Advisors, Inc., a national incentives specialist firm that can help a growing company take advantage of all the incentives that can help their business, and ensure that they actually collect on all they qualify for. Please see their offer by clicking on this link:

<https://www.hollingsworthcos.com/proposal18kr/>

Please see the proposal below.

Sincerely,

Tom Wortham

Senior Vice President of Architecture and Business Development



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PROPOSED SOUTHPOINT BUILDING

Industrial Park Location:	SouthPoint Business Park Prince George, Virginia with I-295 frontage, near I-95 and I-85, less than 30 miles to I-64 Richmond MSA, adjacent to Norfolk/Virginia Beach MSA. Less than four hours to Raleigh, Greensboro and Winston-Salem NC
Building Site:	Lot 12 at 20.47 acres +/-
Building Size:	360' x 600' for a warehouse of 216,000 square feet, the building size is completed with an architectural entry façade of 480 square feet, for a total 216,480 SF
Interior Clear Height:	Minimum 32' beneath mainframe steel at eaves
Column Spacing:	60' x 60' wide spacing to maximize flexibility for process layout and warehouse racking if needed.
Rental Rate Options:	Fifteen (15) Year Term Triple Net \$5.18/SF/YR + CPI Annual Adjustment (min. 3%) Plus 2 - Five (5) Year Renewals <i>(Rates quoted above are based on the assumed approved credit of the tenant entity according to Hollingsworth standard credit approval procedures.)</i>
Project Schedule:	Based on executing a Build-to-Suit Lease Agreement by October 1, 2017, occupancy of the facility would be ready by April 1, 2018. Rent would commence upon May 1, 2018. Tenant would have access to the facility for 1 month before rent commencement at no rental cost to effect installation of racking and related equipment. Tenant would need to only assume Triple Net Expenses and utility accounts during any pre-term occupancy.
Construction:	Steel column and beam for heavy use and low maintenance. Split face masonry on four sides up to 7'- 4", then insulated metal to the eaves.

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Floor:	Laser leveled "Super Eight Inch" 4000 psi concrete floor with heavy duty welded wire mats, 10 mil vapor barrier and Ashford Formula™ penetrating densifier finish
Roof:	24 gauge standing seam galvalume, 25 year warranty insulated and highly reflective and totally recyclable.
Electrical Service:	2000 amp 480/277 Volt, 3 Phase main electrical service
Lighting:	Energy Efficient LED lighting. These fixtures have the ability to turn off and instantly turn back on which allow them to be equipped with motion detectors.
Water:	10" fire sprinkler riser into building; 2" metered domestic water service
Sewer:	6" gravity fed sanitary sewer to grinder pump
Natural Gas:	Propane is provided for heating. If process requires natural gas, line in park can be extended.
Heat and AC:	Heating of 2.5MM BTUH and 1/2 ACH ventilation are included in the pricing.
Parking:	55 car spaces are included
Docks:	Fifteen (15) 9' x 10' dock-high Each Dock location to be provided with dock seal and 35,000# rated mechanical dock leveler and dock lock. One (1) 12' x 14' drive through door
Fire Protection Sprinkler:	ESFR (early suppression, fast response) fire protection system.
Office Upfits:	We have included offices of 10,000 square feet, including 10 toilets, based on the standards established in our Standard Commercial Office Specifications. The Hollingsworth Companies provide design for the upfit needs. Our in-house architect can



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provide schematic designs as the Lease agreement is negotiated.

**Real Estate
Commission:**

No Real Estate Commission has been included in the rental rates quoted at this time.

Offer:

Only a fully executed and delivered Lease contract shall bind any party to perform as agreed therein. All offers stated herein are subject to the successful completion of negotiation of such a contract and are also subject to the assumed bankable credit of the tenant entity. All offers automatically expire October 1, 2017.

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Industrial Building Program

**SOUTHERN
ADVANTAGE**

SITE LAYOUT PLAN

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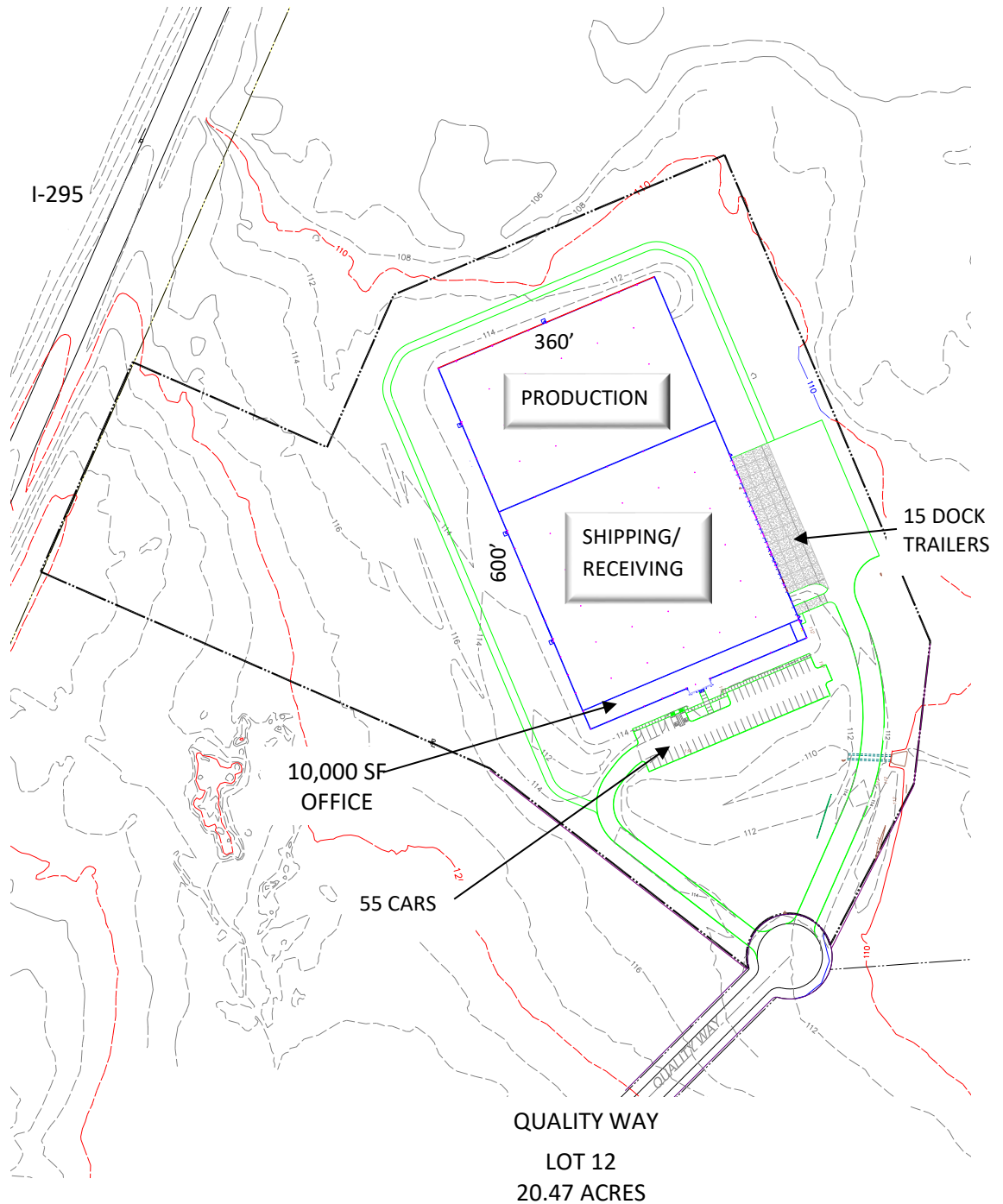
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