



**T**he Hollingsworth Companies Industrial Building Program brings over 80 years of combined successful construction experience to the table to meet your industrial real estate needs. From Site Selection to Growth Management, The Hollingsworth Companies Industrial Building Program is unmatched in the range of business solutions offered and speed to completion.

### The Southern Advantage

Read the book that tells the story of the South's rise to economic prominence. **Page 28**

### Our Services

are the most complete array in the industry. We have a program to meet your industry's needs. **Page 9**

### Our Product

is a highly developed industrial prototype. We have decades of field tested experience that has taught us what lasts and what kind of built-in flexibility is worth the investment. **Page 17**

### Our Communities

are as important to our success as they can be to yours. Great interstate access, great labor and governments that are a partner in the success of our enterprise are the keys to your success at startup and year after year. **Page 19**



Industrial Building Program

www.Hollingsworthcos.com

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# Company

## Overview

### Our Mission



SouthPoint Business Park, Prince George County, VA.

The mission of **The Hollingsworth Companies Industrial Building Program** is to improve the profitability of our clients' business, while improving the quality of life in our communities by producing high-quality industrial facilities at the lowest achievable cost in the shortest possible time.

### Building on Success

**The Hollingsworth Companies Industrial Building Program** doesn't just build industrial facilities. We build businesses. Because we are likely to own all the real estate surrounding any of our facilities that you might select, we take a very serious interest in making sure your business is successful and growing. Our business grows when your business thrives, so it is only natural for us to want to see you do well. The list of creative solutions to business challenges is as long as our 80 years of combined experience, and it will continue to get longer.

### Company History

Mr. Hollingsworth has been extensively involved in Southern economic growth, especially in the state of his birth, Tennessee. He served as Vice Chairman of the Tennessee Board of Economic Growth, which developed the first long-term economic strategy in Tennessee's history. **The Hollingsworth Companies** was founded when, at age 15, Joe Hollingsworth Jr. built his first house. Since then, Mr. Hollingsworth has built a corporate umbrella that encompasses a network of privately controlled and developed businesses throughout the South and across the globe. SouthPoint Business Parks, with locations in Alabama, North Carolina, Tennessee, and Virginia, provide a platform for the organization to provide venture capital for industrial start-up businesses and companies looking to expand into the region.

## Company

## Our Team



### Joe A. Hollingsworth, Jr.

is the CEO and owner of **The Hollingsworth Companies**. **The Hollingsworth Companies** is a collection of varied businesses crowned by the Industrial Building Program. With over 45 years of property development experience, Joe has a history of breaking down the road blocks that often prevent others from achieving their business goals. He has documented the rise of the South as the world's fourth largest economy in his book *The Southern Advantage*. This history parallels the growth of **The Hollingsworth Companies Industrial Building Program** from developing single lot properties in East Tennessee to the creation of three large dedicated industrial parks in Alabama, North Carolina, and Virginia. Joe served as Vice Chair with Governor Don Sundquist on the Tennessee Board for Economic Growth, which developed the first long-term economic development strategy in Tennessee's history.

### Tom Wortham

joined **The Hollingsworth Companies** team in 2001 and serves as **Senior Vice President of Architecture and Business Development**. Tom brings over 25 years experience in the construction industry to your service. He has been involved in all types of buildings across the United States and promises to deliver our customers the highest quality buildings at the very best prices. Tom has extensive project management experience with projects up to \$30 million. From heavy industrial work for TVA and privately controlled barge-handling facilities, to simple warehouses, Tom has a proven record of on-time, on-budget performance. Tom earned his Bachelor of Architecture degree from the University of Tennessee and has been licensed to practice architecture in Tennessee since 1991. He has worked for contractors and developers throughout his career and has been a licensed real estate broker and general contractor.

# Company

## Our Team

### Tom Mann

joined **The Hollingsworth Companies** in 2016 and serves as the Vice President of Industrial Real Estate. Tom brings 25 years of operations experience in Technology companies and serves as the industry interface between potential clients and the Hollingsworth team. Mr. Mann was President of TrakLok International LLC, a transportation technology firm specializing in trailer and container access control systems; President and CEO of Telesensors, Inc., an electronic design firm that provided product development and manufacturing transition services for complex RF, Wireless, and Sensor applications; served as VP of Operations for HealthWatch Systems a medical device firm specializing in ovulation prediction products; was Executive Vice President of Operations for Woodside Biomedical a medical product firm specializing in nerve stimulation devices; and served as Vice President of Manufacturing for Braun Thermoscan, a Gillette Company. Mr. Mann received his B.S. in Operations Management from San Diego State University in 1984.

### J.D. King

joined **The Hollingsworth Company** team in the Fall of 2014 as the Director of Construction. JD has experience in Residential, Commercial and Industrial Construction. After the completion of his bachelor's degree in 2003 JD took a was as an Estimator and Project Manager with the same firm he interned with through college. JD has estimated and managed a multitude of different types of projects including, but not limited to: Industrial, office, hotel/motel, medical, and entertainment. J.D. finds great enjoyment in seeing a project completed on time and under budget, and also takes pride in the fact that no matter the obstacles our clients will be able to occupy their facility on time.

### Dan Piper, CPA

joined **The Hollingsworth Companies** team in the summer of 2015 as Chief Financial Officer. After receiving a B.S. and a Masters in Accounting from the University of Georgia in 1987, Dan joined Ernst and Young in Atlanta as a tax consultant. His career subsequently spanned both public accounting and private industry, with a strong focus on real estate and manufacturing. In addition to tax experience, Dan has also worked in internal audit, investor relations, and financial analysis before becoming a CFO. Regardless of the industry, Dan has always maintained a process improvement and cost control focus. Dan currently holds a CPA license in Tennessee and Georgia.

# Company

## Our Team

### Amanda Hensley

has been with **The Hollingsworth Companies** since 2000 and serves as the Internal Operations Manager. Amanda holds a B.S. in Business Administration and oversees all day to day operations for **The Hollingsworth Companies Industrial Building Program**, SouthPoint Business Parks, and Southern Advantage Communities. A few of her duties include property management, customer/contractor relations, overseeing and tracking project budgets, and accounts payable among many other duties to keep our business running efficiently. Amanda's dedication and loyalty to the success of the company makes her an indispensable part of our business.

### Paula McQueen

serves as the Executive Assistant to Joe Hollingsworth since 2007 and provides direct support for Mr. Hollingsworth with the day to day operations of all corporate entities. A few duties include prospect/client relations, contact expediting, and managing all marketing efforts for all companies under the corporate umbrella. Paula is a graduate of the University of Tennessee-Knoxville and holds a B.S. Degree in Business Administration as well as an A.S. Degree in Business. She has over 18 years of property management, real estate, and marketing experience. Her comprehensive understanding of client relations along with her energy and enthusiasm for **The Hollingsworth Companies** will ensure the job gets done.

### Jamie Huskins

joined **The Hollingsworth Companies** as Senior Property manager in the winter of 2014. Jamie is responsible for closings, lender coordination, title work, insurance placement, facility documentation, related professional services management for the Industrial Building Program. Jamie has over 20 years of related real estate and transactional experience with a legal background in commercial lending, corporate transactions and title services. Jamie holds a BS in Criminal Justice from Pfeiffer University in Misenheimer, North Carolina and a JD from Lincoln Memorial University – Duncan School of Law in Knoxville, Tennessee and in 2015 Jamie successfully passed her bar exam in the State of Tennessee.

# References



**SouthPoint Business Park -**  
**Alabama**  
**I-65 and I-565 Access**  
**Tom Hill**  
**(256) 232-2386**



***Finish-to-Suit***  
**Amarr Garage Door - NC**  
**#ND-141 - 108,766 SF**  
**Delbert Philpot**  
**(785) 865-5500**



***Build-to-Suit***  
**Metl Span - VA**  
**#VP-122 - 84,500 SF**  
**Karl Hielscher**  
**(972) 221-6656**



***Build-to-Suit***  
**Goya - VA**  
**#VP-146 - 109,000 SF**  
**Luis Ramos**  
**(804) 451-2241**



**SouthPoint Business Park -**  
**Tennessee**  
**I-75 Access**  
**Tim Thompson**  
**(865) 457-1785**



**SouthPoint Business Park -**  
**Virginia**  
**I-95 and I-85 Access**  
**Jeff Stoke**  
**(804) 722-8612**

# References



*Finish/Build-to-Suit*  
Advance Auto Parts –TN  
#TA-110 - 115,300 SF  
Larry Reid  
(865) 494-6501



*SouthPoint Business Park -*  
North Carolina  
I-40 and I-85 Access  
Terry Bralley  
(336) 751-1565



*Finish-to-Suit*  
Service Center Metals –VA  
#VP-142 - 153,990 SF  
Scott Kelley  
(804) 518-1542



*Finish/Build-to-Suit*  
Teledyne Brown - AL  
#AL-137 - 206,415SF  
Mark Gradkowski  
(256) 726-1377



*Build-to-Suit*  
Cash Acme - AL  
#AC-160 - 235,235 SF  
Randy Graves  
(256) 775-8153



*Finish-to-Suit*  
Shawmut - TN  
#TA-138 - 108,960 SF  
Curtis Heatherly  
(865) 457-1015

# Services

## Overview

### The One Stop For Every Industrial Need



#### Site Selection

What is it that industrial companies are looking for? The short answer is everything: low cost of business, supportive regulatory environment, low cost of real estate, great interstate access, and most of all, abundant, trainable, high-value, dependable and flexible workers. Our existing park locations were selected because they already have these important



#### Finish to Suit

Our typical 'ready to work' solutions range from 86,000 to 130,000 square feet and are designed with 70% minimum expansion capability on site. These "Virtually Complete Buildings" can be ready in as little as 30 days. Equipment installation can begin immediately.



#### Build to Suit

Our typical Build-to-Suit solutions range from 50,000 to 500,000 square feet. With our inventory of pre-graded lots, a custom designed facility can be built in as little as four months.



#### Fund to Suit

The Hollingsworth Companies provides services you will not find with other developers. We offer the unique ability to help get a new start-up business off the ground or invest in an existing business with an infusion of capital to help it grow.



#### Growth Management

The Hollingsworth Companies Industrial Building Program doesn't just build industrial facilities. We build businesses. When your business grows, The Hollingsworth Companies can help, by expanding your existing facility, trading your lease in on a larger facility, or even build a campus of facilities for you.



#### Entrepreneurial Service

No one offers a more comprehensive array of services to carry a start up company across the finish line and onto profitability than we do!



#### Southern Advantage Program

A strategic, public/private partnership that gives communities forward deployment posture that significantly reduces reaction time and uncertainty for interested industrial prospects. The goal is to develop a well distributed network of locations where businesses want to be and make those locations ready for business quickly.

## Services

### Site Selection



**The Hollingsworth Companies Industrial Building Program** grew from a very simple question. What is it that industrial companies are looking for? The short answer is everything: low cost of business, supportive regulatory environment, low cost of real estate, great interstate access, and most of all, abundant, trainable, high-value, dependable and flexible workers.

When Joe Hollingsworth, Jr. was asked by Tennessee Governor Don Sundquist to be the Vice Chair of the Tennessee Board of Economic Growth, he eagerly accepted the challenge. The board's first priority was to study the economic development strategies of all 50 states. After analyzing every state in the country, it became clear that industry was clamoring for the

right business environment, which did not exist. Industries were searching for semi-rural communities with great labor characteristics, good infrastructure, and a desire to attract industry. There were a number of communities that could fit that description, but there was still one piece missing. What was needed was a dependable, experienced developer willing to go where the workers live and the industries wanted to be.

Opportunity does not have to knock twice on Joe Hollingsworth's door. Joe immediately saw the opportunity, and developed **The Hollingsworth Companies Industrial Building Program** 60-item Site Selection Criteria list. Armed with this site selection tool (the same type used by corporate real estate and human resource professionals) he scoured the country for the best industrial building communities and sites. The result of that year-long search created SouthPoint Business Parks in Alabama, North Carolina, Tennessee, and Virginia. **The Hollingsworth Companies** now own hundreds of acres of land ready for you to choose from in four states. **The Hollingsworth Companies** has transformed those raw acres into prime industrial parks with the prime infrastructure to support it.

As our SouthPoint Business Parks have been successful and established **The Hollingsworth Companies** as the nation's largest semi-rural industrial developer, we longed to follow industrial clients to other spots on the map. From a few successful projects executed outside of our SouthPoint Business Parks, grew the Southern Advantage Program concept. How could we take our broad industrial experience and expertise to more communities as well as maintain speed to market advantage over our competition? The Southern Advantage Program is the answer to that question! Additional communities in Alabama, North Carolina, Virginia, Mississippi, and South Carolina are being analyzed with the same 60 item site selection criteria we used to identify our own parks. **The Hollingsworth Companies** will partner with interested communities to identify viable sites and invest the necessary time and money to have one of our prototypes (Virtually Complete Industrial Buildings) designed, permitted, and ready for truly immediate construction. This unprecedented level of preparedness allows **The Hollingsworth Companies** to make unequivocal covenants on cost. Additionally, we have time frames of only 6 months to complete the construction and have a building ready for the client to start their operations. The Southern Advantage Program allows nearly complete geographical coverage of the participating states: AL, MS, NC, SC, TN, & VA.

If your company is about to undertake a site search, or if you are six months into one already, **STOP!** Call **The Hollingsworth Companies** today to find out what your company can benefit from a privately controlled park and instantly get the advantage of 80 years of combined experience in what makes industries successful. The best part is that it costs you nothing, no premium consulting fees, no premium broker fees, no premium real estate prices, no premium labor prices. Save your **time** today, then save your company **money** every day in the future.

## Services

### Finish To Suit

**The Hollingsworth Companies** offers superior locations and superior facilities tailored to your business or clients' specific needs. With private park locations in Alabama, North Carolina, Virginia, and East Tennessee, convenient to major interstate highways, we offer the best in location options.

Our typical **FINISH-TO-SUIT** facilities range from 86,000 to 130,000 square feet and are always designed with substantial expandability in mind. Our Virtually Complete Building prototypes can be finished and ready for production in as little as 30 days.



Our time tested construction approach utilizes a pre-engineered NUCOR building system which offers long-term durability as well as reduced maintenance requirements. We offer a 32' clear and 60'x60' bay spacing. Finish-out services for equipment, offices, and support facilities are also offered.

Financial options include lease, lease with a purchase option, or outright sale. All of these can be customized to your particular business' or clients' needs. Our leases can be designed to be fixed rate throughout the lease or can be customized with annual rate increases to allow for a lower initial rate.

Through the development of privately-owned parks, we have established strong relationships with the local, as well as the state economic development agencies. Our private park locations have been selected based on research that determined these locations offer advantages not found in other areas.

Readily available local labor resources in a right-to-work state are key factors in our formula for developing the right environment for companies to succeed. This is especially true for companies trying to escape the higher cost of doing business elsewhere. Our **FINISH-TO-SUIT** solutions can be occupied in virtually days after you sign your lease or purchase agreement. When you need a place to start or grow your business quickly, remember... **Hollingsworth Makes It Happen!**

## Services

### Build To Suit



**The Hollingsworth Companies** offers superior locations and superior facilities tailored to your business' or clients' specific needs. With interstate convenience, private park locations in Alabama, North Carolina, Tennessee, and Virginia, we offer proven business locations. Our typical **Build-to-Suit** solutions range from 50,000 to 500,000 square feet and are always designed with substantial expandability in mind. Using one of our pad ready sites we can have a custom built facility ready in as little as 120 days. At any of our

Southern Advantage locations customized Build-to-Suits can be ready in 180 days.

Our staff has over 80 years of combined experience in construction, industrial building design, and development. With a diverse base of experience, **The Hollingsworth Companies** are able to provide value-added services from the earliest stages of any project. Our role as Owner/Developer/Contractor/Architect affords a unique advantage with expertise that can translate into cost savings and increased efficiencies in both the short and long term.

Our time tested construction approach utilizes a pre-engineered NUCOR building system with long term durability, as well as flexibility, for our clients' present and future needs. We offer a variety of clear heights, bay spacing, and finish out services for equipment, offices, and support facilities. We have negotiated the shortest delivery time in the industry for our standard sizes of buildings 86,400, 108,960 and 129,600 square feet. When we utilize our time-tested specifications on these standard sizes, we are guaranteed delivery of steel on site just six weeks from the day ordered.

Financial options include lease, lease with a purchase option, or an outright sale, all of which can be customized to your particular business' or clients' needs. Our leases can be designed to be fixed rate throughout or can be customized with an annual rate increase to allow a lower initial rate.

Through the development of privately-owned parks and our Southern Advantage partnerships, we have established strong relationships with the local as well as the state economic development agencies. We have completed extensive research to determine that these locations offer advantages not found in other places. We have worked hard to find what we believe to be the right mix of benefits that can satisfy any company.

**The Hollingsworth Companies** profiled over 50 different communities in the Southeast in search of ideal locations best able to meet an extensive list of criteria before selecting the locations for SouthPoint Business Parks and Southern Advantage Communities. Readily available local labor in right-to-work states are key factors in our business development formula. This is especially true for those companies that need to escape the higher costs of doing business elsewhere. When you need a place to grow your business... let **Hollingsworth Make It Happen!**

## Services

### Fund To Suit

**The Hollingsworth Companies** is uniquely positioned to help start-up equity, as well as “next-stage equity” in businesses, turn their ideas, dreams, and plans into a reality. History has shown that it takes more than a good idea to start or grow a new business idea into a success.

Our **FUND-TO-SUIT** experience can help lock down the real estate side of the cost equation, which can often times be the most critical initial step in the development of a new business venture.

Unlike most developers, **The**

**Hollingsworth Companies** can also help guide a business concept through the rugged terrain of equipment leasing, bank financing, equity placement, and venture capital funding. **The Hollingsworth Companies** are actively involved with a select group of companies that have developed exceptional business start-up ideas.

We are accustomed to helping secure the start-up capital needed to fund the hard and soft costs associated with the launch of new enterprise or expansion of an existing business. This process requires patience as well as persistence and, in the end, will absolutely determine if a business plan can take the next crucial step to full funding.

Over the years, we have provided equity, subordinated debt, and other entrepreneurial services to companies needing more than just a building. We are always interested in well thought-out opportunities that are in need of a building in a proven business location.

Additionally, we are always working to strengthen our relationships with various venture capital and other funding sources to be ready for virtually any opportunity that comes our way.

When you need a place to grow your business... let **Hollingsworth Make It Happen!**



“Our company is a ‘start-up’ operation producing a variety of extruded aluminum products. Due to the personal commitment by the entire **Hollingsworth Companies** management team, we started operations on schedule and are meeting our monthly production goals. **The Hollingsworth Companies**, as the building contractor and the park developer, is an actual ‘beyond-the-box’ industrial developer.”

- Chip Dollins, VP Operations, Service Center Metals

## Services

# Growth Management



**The Hollingsworth Companies Industrial Building Program** does not just build industrial facilities. We build businesses. Because we are likely to own all the real estate surrounding any of our facilities that you might select, we take a very serious interest in making sure your business is successful and growing. Our business grows when your business thrives, so it is only natural for us to want to see your business succeed. Our list of creative solutions to business challenges is as long as our 80 year history and it will continue to get longer. A few select examples of our flexibility may give you an idea of what we will be able to do for you.

All facilities are expandable to allow rapid response to changes in market demand. Often times, we can have the construction finished before the manufacturing equipment even ships to the site. On the other hand, we have built buildings around and over equipment with its own critical path of construction.

If you outgrow your pre-planned expansion capability, we will trade in your existing lease for a new lease on a larger facility, even though you may have years left on your lease, with no penalties.

Because we own large tracts of industrial land, if one facility is not enough for your growing business, we can provide you with a campus of facilities on neighboring lots. In the long view, this can allow you to share managerial resources and improve your bottom line. It also improves today's bottom line, because we carry the cost of the land until you are ready for it.

We stand ready with our inventory of Virtually Complete Buildings to provide uncomplicated, flexible high-value facilities for those with uncomplicated needs. For those businesses with sophisticated requirements, we also stand ready with pre-graded lots for custom Build-to-Suit facilities in as little as 4.5 months. We further supplement the variety of available solutions with available lots in our Southern Advantage communities that offer exceptional geographic coverage. We keep these available in every SouthPoint Business Park throughout the South. So, if your growth takes you from Virginia, to North Carolina, to Tennessee and on to Alabama, **The Hollingsworth Companies Industrial Building Program** can be with you every step of the way.

"When our business continued to grow and expand, we needed a bigger building than our lot could support. **The Hollingsworth Companies** made it possible for us to move into a neighboring facility they owned that could accommodate our needs. This allowed us to expand our business even more rapidly by opening up our original facility to start up a completely new manufacturing process. They have also given us an option on land between the two facilities to enable us even more growth opportunities in the future."

- Lee Fenske, Durakon Manufacturing

## Services

### Entrepreneurial Services



Any idea to start or grow a company requires an entrepreneurial culture with proven and seasoned management. We often provide the startup equity and actively participate from a board seat to help connect the new company with the right contacts to fast track its growth. Even a great business plan can be made better with the right connections and brand positioning. **The Hollingsworth Companies Industrial Building Program**, in conjunction with Hollingsworth Capital Partners, have the experience and resources to transform a solid business plan into a solid business!

We approach industrial development differently. We approach each real estate opportunity as a primary business opportunity, because we view the opportunity primarily from a business perspective. We offer the following entrepreneurial services:

- Business Analysis
- Ownership Structure Advisory
- Exit Strategy Analysis & Planning
- Generational Transition Advisory
- Equity & Real Estate Participation
- Sale/Leaseback Transactions
- Venture Capital Liaison
- Real Property Design & Engineering
- Construction Delivery



No one offers a more comprehensive array of services to carry a startup company across the finish line and onto profitability than we do!

“From our companies greenfield startup to becoming a national industry leader 10 years later, **The Hollingsworth Companies** continue to play an invaluable role in Service Center Metals growth and success. Joe Hollingsworth and **The Hollingsworth Companies** participated as one of our first equity investors and executed the design, engineering, construction and delivery of our building, as well of our expansion three years later which doubled the size of our facility and tripled our capacity. In addition, Joe Hollingsworth has served as a board member and leading advisor for strategic planning and direction.”

## Services

# Southern Advantage Program

### Southern Advantage from **The Hollingsworth Companies Industrial Building Program!**

A strategic, public/private partnership that gives communities forward deployment posture that significantly reduces reaction time and uncertainty for interested industrial prospects. The goal is to develop a well distributed network of locations where businesses want to be and make those locations ready for business quickly.

The public/private partnership uses the strengths of both sides to their best advantage. The state and local economic development teams continue to bring interested industries to communities that are REALLY READY, and then the Southern Advantage Team can take the ball and carry it into the end-zone scoring jobs for the state and the community.

- Do you want to deliver the locating company a complicated project to complete, or a turn-key solution?
- Which option is going to close the deal?
- What is needed to make it happen?



Southern Advantage from **The Hollingsworth Companies Industrial Building Program** is what is needed. The Southern Advantage team uses its private resources to provide physical assets a locating company needs to do business. As a private entity, the Southern Advantage team can bring its experience and expertise to bear quickly. Our experience supplies the incoming prospect two things they value highly: **speed and certainty**.

Our current Southern Advantage Program Partners are:

Amherst, VA

Decatur, TN

Twiggs, GA

Franklin, VA

# PRODUCTS

## Virtually Complete Buildings

The Industry Leader in Flexible Industrial Solutions



All of our buildings are designed to meet or exceed Class “A” standards for industrial facilities and are complete with the exception of offices. Our standard construction features include:

- Steel structures with standing seam roof systems pre-engineered by NUCOR Metal Building Systems is warranted for 25 years
- Split-face masonry walls, 7’-4” on three sides, 4th wall designed for future expansion
- “Super Six Inch Concrete Floor” with 4000 PSI, heavy-duty welded wire mats and fiber mesh reinforcement
- Minimum of 32’ clear
- 1200 amp, 277/480 volt, 3 phase electrical service
- Forced-air gas fired building heating system
- T5 lighting system designed for 30fc illumination
- Fire sprinkler system (ESFR type systems)
- 9’x10’ dock doors and one 12’x14’ drive-in door
- 70% expansion capacity designed into each site
- Fully landscaped

“Working through close coordination with The Hollingsworth Companies we actually set manufacturing equipment in place as construction was progressing... This cooperative working relationship enabled us further cost savings and eliminated duplication of rent during the move-in phase.”

- Bruce Bates, Rail Bearing Services/Timken, Knox County, Tennessee

# PRODUCTS

## Pre-Graded Lots

... for fast, custom BUILD-TO-SUIT projects

### Success Story



SouthPoint Business Park, Davie County, NC.

"I fully recommend working with **The Hollingsworth Companies** if cost or time driven schedules play a part in your company's opportunity because they do deliver within budget and on time with no change orders or surprises."

- David B. Sutherland, CMS Companies

All of our parks are prepared to accommodate virtually any industrial need that may arise. By keeping an inventory of lots that have already been graded, with buildings that have already been permitted, we can custom-build to your specifications a building that exactly meets your needs... in as little as four months!

- The most common reason for **weather delays** - **eliminated**
- The most common reason for **change orders** - **eliminated**
- Plans are approved **construction can start tomorrow**
- Building steel delivered in **six weeks**

Quality is built into every project, because we build it like we are going to own it.



# COMMUNITIES

## Overview

### The South

Today, the American South is not only vibrant and dynamic; it is also highly industrialized and becoming a magnet for business investment from all parts of the globe.

### Right To Work

The South has almost universally adopted Right-to-Work legislation. This type of business environment is crucial for companies large and small who need flexibility in their labor force as well as great value and productivity.

### Access

**The Hollingsworth Companies** spent two years researching the very best locations in the South's northernmost Right-to-Work states. All of our locations are less than five miles from one, if not three, major interstate highways, and no more than 30 minutes from airport service.

### Infrastructure

In order to work, industry needs the right tools. Our SouthPoint Business Parks provide the very highest level of electrical, tele-communications, water, sewer and natural gas services available.

### Quality, Plentiful, Low-Cost Labor

Industry, no matter how automated, still needs qualified workers. Our SouthPoint Business Parks are in hand selected locations with out-migration of labor conditions. This ensures, even when labor markets get tight, workers wanting to work closer to home will be available.

### Business-Friendly Environment

No one offers a more comprehensive array of services to carry a start up company across the finish line and onto profitability than we do!



**The Hollingsworth Companies** welcomes **FINISH-TO-SUIT, BUILD-TO-SUIT** and **FUND-TO-SUIT** projects ranging in size from 50,000 to 500,000 square feet. The only thing you need to remember is that **Hollingsworth Makes It Happen!**

# COMMUNITIES

## Anderson County

### Anderson County, Tennessee

Anderson County, Tennessee is located off of I-75 in Clinton, Tennessee where **The Hollingsworth Companies Industrial Building Program** began. We have built over twenty projects in Tennessee and always have a variety of facilities to offer. Just like our other SouthPoint Business Park locations, we always keep in stock a Virtually Complete Building and a Pre-graded Lot. Additionally, we have properties that have come off of, or are about to come off of lease, and have been refurbished and are ready for re-leasing at very attractive prices.



SouthPoint Business Park, Anderson County, TN.

The City of Clinton, Anderson County, and the surrounding counties provide an ample supply of skilled, dedicated laborers. Clinton has developed a wide array of automotive-related manufacturers, including thermoformed and molded plastic parts, as well as stamped and cast metal components. Our ease of access to I-75, I-40, and I-81 offers a clear geographic advantage to most any business. Additionally, being in the Knoxville MSA provides access to specialized labor as well as superb recreational amenities.

**The Hollingsworth Companies** welcomes **FINISH-TO-SUIT, BUILD-TO-SUIT** and **FUND-TO-SUIT** projects ranging in size from 50,000 to 500,000 square feet. The only thing you need to remember is: **Hollingsworth Makes It Happen!**

### Location Features

SouthPoint Business Park, Anderson County, TN.

- Less than 4 Miles to I-75, 18 Miles to I-40 and 40 Miles to I-81
- Within a Day's Drive of 68% of Nation's Population
- Right-to-Work State
- Competitive Pricing
- Stable TVA Power Rates, with Highly Reliable Service
- Productive Workforce
- Over 60 Motor Freight Lines Present
- No Personal Income Tax
- No State Property Tax
- No State Sales Tax on Raw Materials, Goods in Process, or Finished Goods
- No Sales Tax on Industrial Machinery Purchases or Repairs
- Superior Quality of Life
- Knoxville MSA and Regional Air Service, Less Than 30 Miles from Regional Airport (TYS)
- Rail Service Possible

# COMMUNITIES

## Davie County

### Davie County, North Carolina

**SouthPoint Business Park – Davie County, North Carolina, founded by *The Hollingsworth Companies*** has built out Phase I and II are now expanding into Phase III of the development. We have built and delivered 8 buildings while at the same time creating hundreds of new jobs for the community. Our relationship with local and county officials provides an excellent example of how we create and value long term-relationships.



SouthPoint Business Park, Davie County, NC.

We are excited about Phase III, as the extension of Enterprise Way has opened up more than 100 acres of property for additional opportunities. Lot sizes can be adjusted to fit most any project requirement, varying in size from 12 acres up to 90 acres. We continue to offer our Virtually Complete Building Prototype or a unique pre-permitted, pre-graded pad-ready site so we can respond quickly to your company's needs.

SOUTHPOINT North Carolina is home to 8 virtually complete buildings, four of which were FINISH-TO-SUIT projects comprising over 570,000 square feet and one build-to-suit facility. The park has access to a skilled labor pool from Greensboro, Winston Salem, High Point, and Charlotte MSA, over 1,500,000 strong.

***The Hollingsworth Companies*** welcome FINISH-TO-SUIT, BUILD-TO-SUIT and FUND-TO-SUIT projects ranging in size from 50,000 to 500,000 square feet. The only thing you need to remember is: **Hollingsworth Makes It Happen!**

### Location Features

- Direct I-40 access at Exit #170, I-77 and less than 25 miles to I-85
- Within 750 Miles of 60% of Nation's Population
- North Carolina Location with Excellent East-West and North-South Corridor Access
- Right-to-Work State
- Competitive Pricing
- Stable Co-Operative Power Rates
- Productive Workforce
- Over 60 Motor Freight Lines Presently Serve the Winston-Salem MSA
- Superior Quality of Life
- Within the Piedmont Triad MSA, with Regional Air Service 30 Minutes Away and International Air Service within 45 Minutes
- Located in a Foreign Trade Zone

# COMMUNITIES

## Prince George County

### Prince George County, Virginia

**SOUTHPOINT Business Park – Prince George County, Virginia**, founded by *The Hollingsworth Companies* in 1997, has been the recipient of the National Associations of Counties award for the “Best Semi-Rural Economic Development Public-Private Partnership in the Nation.



*The Hollingsworth Companies* has already delivered nine buildings to various clients and we see no sign of this pace slowing down. Phase I lots vary in size (up to 75 acres) and Phase II includes an additional 200+ acres for building projects.

SOUTHPOINT Virginia, situated in Prince George County has already developed over 1,000,000 square feet of Class A industrial space. Five buildings have become FINISH-TO-SUIT projects and the remaining four were BUILD-TO-SUIT projects ranging in size from 52,000 square feet to 109,000 square feet. This park includes a FUND-TO-SUIT project with 155,000 square feet requiring over \$20M in start-up funding.

The Hollingsworth Companies welcome **FINISH-TO-SUIT, BUILD-TO-SUIT, and FUND-TO-SUIT** projects ranging in size from 50,000 to 500,000 square feet. The only thing you need to remember is:  
**Hollingsworth Makes It Happen!**

### Location Features

- Super I-95, I-85 and I-295 Access and 24-Miles to I-64
- 60+ Motor Freight Lines Serve Richmond MSA
- Within 750 miles of over 50% of Nations Population
- No State Sales Tax on Raw Materials and Purchases Related to Machinery, Tools, Spare Parts and Industrial Fuels
- Prime VA location with East-West, North-South Shipping
- Superior Quality of Life
- Right-to-Work State
- Richmond MSA and Regional Air Service Less than 30 Minutes Away
- Competitive Pricing
- Located in Foreign Trade Zone
- Stable Co-op Power Rates and Productive Workforce

# COMMUNITIES

## Limestone County

### Limestone County, Alabama

SouthPoint Business Park - Limestone County, Alabama was founded by **The Hollingsworth Companies** at the geographic center of the Southern Automotive Corridor. Located at the intersection of I-65 and I-565 in Northern Alabama, this privately owned business park consists of over 175 acres that can be easily developed to fit virtually any industrial need. Lot sizes can be adjusted to fit project requirements, varying in size from 12 acres up to 90 acres. With increased industrial interest in the region, we are ready to deliver a superior product at a very competitive price.



SouthPoint Business Park, Limestone County, AL.

The park is supplied with skilled, low-cost, non-union labor from nearby Athens and Decatur. More people live than work in Limestone County, which translates into more workers wanting to work close to home, assuring an ample labor supply, even in a tightening labor market. This ideal geographic location in North Alabama is ready for Tier 1 and Tier 2 automotive suppliers, especially those looking to escape the high cost of labor elsewhere. Our immediate access to I-65 offers another outstanding advantage to any distribution business.

The Hollingsworth Companies welcomes **FINISH-TO-SUIT**, **BUILD-TO-SUIT** and **FUND-TO-SUIT** projects ranging in size from 50,000 to 500,000 square feet. The only thing you need to remember is: **Hollingsworth Makes It Happen!**

### Location Features

- Fronts I-565 and I-65, Less Than 1.5 Miles to this Major Interchange
- Within 750 Miles of Over 50% of Nation's Population
- North Central Alabama Location with Excellent East-West and North-South Corridor Access
- Geographic Center of Southern Automotive Corridor
- Right-to-Work State
- Competitive Pricing
- Stable T.V.A. Power Rates
- Productive Workforce
- Over 60 Motor Freight Lines Presently Serve the Huntsville-Decatur-Athens MSA
- No State Sales Tax on Raw Materials and Purchases Related to Machinery, Tools, Spare Parts, and Industrial Fuels
- Superior Quality of Life
- Within the Huntsville-Decatur-Athens MSA
- Regional Air Service Five miles from Park HSV International

# SOUTHERN ADVANTAGE COMMUNITIES

## Decatur, TN

### Meigs County, Tennessee

Meigs County was named for Colonel Return Jonathan Meigs from Connecticut who served in the Revolutionary War and was head of the Cherokee Agency from 1801 until his death in 1823. Many successful companies have come to find their home in Meigs County. A wide variety of industries find the local workforce and quality of life to be the keys to their success. Shaw Industries has been in Meigs County since the 1970's producing filaments for the carpet industry and employs over 500 people. Polyform and Cymer Chemical also are involved in the plastic and polymer industry. In addition to the expertise in plastics, Solomon Corporation remanufactures utility service grade electrical transformers, Array Retail Solutions produces high end retail store display fixtures, and The Anvil Works produces high quality hand forged items in iron copper and brass. Within 40 miles of Decatur, there has recently been a huge investment in high tech industry and distribution. Volkswagen and Wacker Chemical have each invested over one billion dollars in the first phases of their production facilities. Amazon.com has also built two state of the art 900,000SF distribution centers in the region. All of this industrial activity is fed by clean TVA power plants nearby including the 110 mega watt hydro electric Watts Bar Dam, and the 1100 mega watt Watts Bar Unit number one nuclear facility. A combination of all these factors makes Meigs County, and The City of Decatur a place industries want to be.



No matter where you live in Meigs County, you are never far from the river, from a meandering creek, or from a soothing pond. No matter where you live, you can see broad, fertile fields and hills that are ever-changing with the passing of the seasons. No matter where you live, you can find fine schools to educate your children and a good sports program all year round to provide physical fitness and community fellowship. No matter where you live, you can find a friendly neighbor, a helpful hand, a firm patriotism, a strong morality. It is said that people find what they look for, and many have looked for and found satisfaction in Meigs County, Tennessee. Once a person calls Meigs County "home", it is a place that holds a part of that person forever.

### Location Features

- Less than 10 miles to I-75
- Within a day's drive of 68% of the nation's population
- Right-To-Work State
- Competitive Pricing
- Stable TVA Power rates, with highly reliable service
- Productive workforce of 281,550 within Meigs and contiguous counties
- No personal income tax
- No state property tax
- No state sales tax on raw materials, goods in process, or finished goods
- No state sales tax on industrial machinery purchases or repairs
- Superior quality of life
- Less than 20 miles from McMinn County Airport, 44 miles from Chattanooga Airport, 65 miles from Knoxville Airport, 175 miles to Atlanta Airport

# SOUTHERN ADVANTAGE COMMUNITIES

## Town of Amherst, VA

### Amherst County, Virginia

The Town of Amherst was established in 1807 and was named after Sir Jeffery Amherst, a British Major-General who was the hero of the Battle of Ticonderoga during the French and Indian War and later became Governor-In-Chief of the Colony of Virginia from 1763 to 1768. The Town of Amherst was originally known as “The Oaks” and “Seven Oaks” and started as a stage station on the Charlottesville-Lynchburg road. Amherst has been the county seat of Amherst County since Nelson County was partitioned from Amherst County in 1807. The original courthouse was built in 1809 on two acres of land purchased “from a Mr. Coleman for ten shillings”. The original courthouse was torn down 1872 and the present courthouse was built “from homemade brick of Amherst County clay”. On April 15, 1910 Amherst was incorporated by order of the Circuit Court, and a new charter was granted to the Town by the General Assembly in 1950.



Amherst is blessed with a diverse employment base. Local major employers include Clorox (plastics), Hermle Black Forest (clocks), Buffalo Air Handling (air handling machinery and Greif Brothers (paper/liner board). Amherst County has a civilian workforce of approximately 15,600 with an additional 126,000 in the Lynchburg MSA. Sweet Briar College is a major cultural center for the community. The college sponsors many concerts, lectures, and dramatic productions that are available to the general public. An annual tennis camp operated by Dennis Van der Meer is hosted by the college and draws participants from the county residents and students from across the nation.

The Town of Amherst is located at the base of the Blue Ridge Mountains in Amherst County. Its location in Central Virginia adjacent to Sweet Briar College provides an uncrowded yet cosmopolitan feeling to the Amherst environs. From the mountains to the beach to staying at home, there is no place like Amherst! The Town of Amherst is served by US 29 and US 40, which is the main east/west highway in southern Virginia connecting Roanoke to Norfolk in just 15 miles to the south and interstate 64 in 45 miles to the north.

### Location Features

- Just off of four lane US Highway 29 north of Lynchburg
- Direct access to I-64, I-81 and US Highway 460
- Excellent university community with a highly skilled workforce
- Additional workforce development through Community College
- Right-To-Work State consistently ranked among the best for business
- Low Appalachian Electric Power rates
- Major Business Facility job tax credit
- Virginia Jobs Investment Program for manufacturing and distribution centers
- Sales and use tax exemptions on purchases of production machinery
- Other credits for R&D, recycling equipment, green job creation, and use of Ports
- Local matching of discretionary grants from the Governor’s Opportunity Fund



# SOUTHERN ADVANTAGE COMMUNITIES

## Franklin, VA

### Southampton County, Virginia

Both the City of Franklin and Southampton County encompass a geographic area of over 600 square miles within the Hampton Roads Region of southeastern Virginia. Combined, the two communities encompass 26,000 of the 1.6 million people in the Hampton Roads Metropolitan Statistical Area. While enjoying a community where folks recognize you by your first name, where small town amenities abound, with a community college, 220 bed hospital, country club, YMCA and numerous museums.

The City of Franklin and Southampton County offer a business climate with a wide range of existing companies, skilled employees, educational opportunities, low tax rates, excellent transportation network and an unmatched quality of life. First class amenities cater to a rich economic heritage in manufacturing, forestry, and agricultural. The City of Franklin and Southampton County are poised with a progressive stance toward economic growth and are ready to embrace new industry.



### Location Features

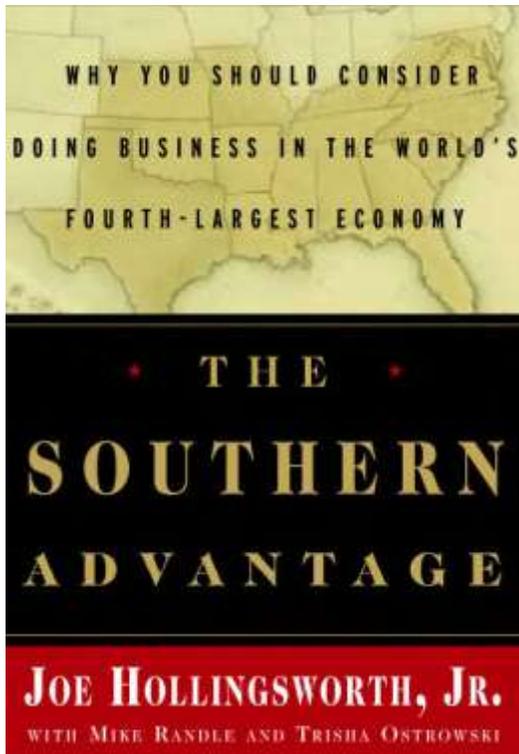
- Just off of four lane US Route 58 Bypass
- Direct access to I-95
- Excellent community with a highly skilled workforce
- Right-To-Work State
- Low City of Franklin Electric Power rates
- Major Business Facility job tax credit
- Virginia Jobs Investment Program for manufacturing and distribution centers
- Sales and use tax exemptions on purchases of production machinery
- Local matching of discretionary grants from the Governor's Opportunity Fund
- Located in a Virginia Enterprise Zone, Technology Zone and HUB Zone

“Working through close coordination with The Hollingsworth Companies we actually set manufacturing equipment in place as construction was progressing... This cooperative working relationship enabled us further cost savings and eliminated duplication of rent during the move-in phase.”

- Bruce Bates, Rail Bearing Services/Timken, Knox County, Tennessee

# THE SOUTHERN ADVANTAGE

## Overview



### Why You Should Consider Doing Business in the World's Fourth-Largest Economy

In the span of half a century, the South has transformed itself from a slow-paced agrarian-focused marketplace into a key player in both the U.S. and world economy. Growth in the region has been and continues to be phenomenal. For example, the South's population has nearly doubled in the last thirty years. The Southern states, stretching from Texas to Maryland, are now home to 50 million MORE residents than the Northeast. In terms of corporate growth, the South today is the only region that has shown a positive net migration in the early twenty-first century. This book tells Dixie's amazing story of progression from poverty to prosperity, presenting sound logic as to why you should consider moving your business and your family to the South.

*"My personal experience over the years has instilled a passion for helping people discover just how much this region has to offer. Not only have I evaluated the statistical data and research to explain the benefits of living and working in the South... I have lived the lessons, reaped the rewards, and now wish to pass this experience on to others." says Mr. Hollingsworth.*

*"Whether you are a corporate leader in search of the most profitable business location or an individual looking for the best place to live and work, I truly believe you should not overlook the Southern Advantage."*



# CONTACT US

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# Southeastern Locations

## The South

Today the American South is not only vibrant and dynamic, it is highly industrialized and becoming a magnet for business investment from all corners of the globe.



The mission of **The Hollingsworth Companies Industrial Building Program** is to improve the profitability of our clients' business, while improving the quality of life in our communities by producing high-quality industrial facilities at the lowest achievable cost in the shortest possible time.