



The Hollingsworth Companies Industrial Building Program brings over 100+ years of combined, successful, construction experience 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 of your new facility.

Our Product

is a highly developed industrial facility. We have decades of experience that has taught us what lasts, what creates long term value, and the flexibility to support your operation in the future.

Our Services

provide you one stop for Site Selection, Incentives, Facility, and Buildouts. We have the solution to meet your industry's needs or we know where to go to find it.

SouthPoint Business Parks

are as important to our success as they can be to yours. Great interstate access, skilled workforce and supportive governments are key to the success of our enterprise from the first day to year after year.

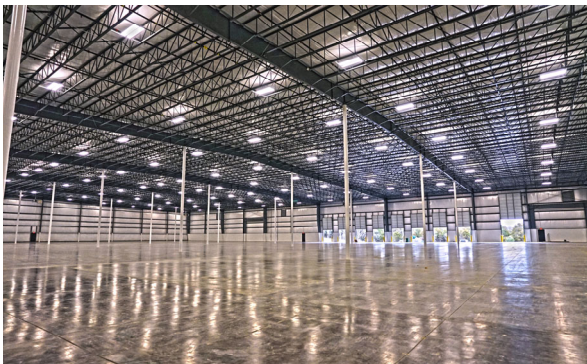
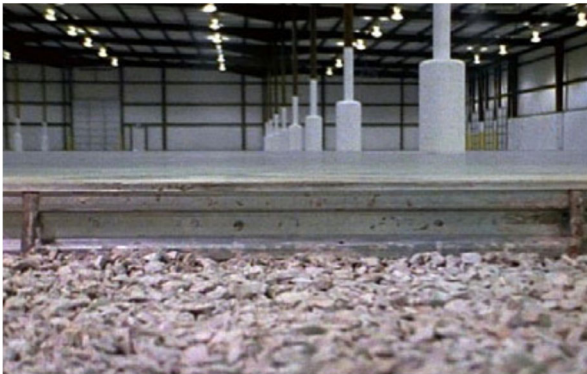
The Southern Advantage

Read the book that tells the story of the South's rise to economic prominence as the fourth largest economy in the world.

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 are 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.



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 overall cost of business, supportive regulatory and government environment, competitive cost of real estate, great interstate access, and most of all; abundant, well skilled, and dependable work force. Our SouthPoint Business park locations were specifically selected because they include these and many other important qualities.



Finish to Suit

Our preconstructed facilities range from 110,000 to 175,000 square feet and are designed with expansion capability on site. These “Virtually Complete Buildings” can have upfits complete and be ready for occupancy in as little as 30 days. Floors, fire suppression, and lighting are already in place so equipment installation can begin immediately.



Build to Suit

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

Across the Southeast, we are the fastest developer to construct facilities using our pre-designed building systems and extensive network of Southern Advantage Communities.



Fund to Suit

The Hollingsworth Companies provides services you will not find with other developers. We offer the unique ability to help a start-up business get off the ground or invest capital in an early stage business to gain market share or increase capacity to expand the business.



Growth Management

The Hollingsworth Companies Industrial Building Program doesn't just build industrial facilities. We build businesses. As your company 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. As your company grows, our company grows as well.



Entrepreneurial Service

No one offers a more comprehensive array of services to transition a start up company into profitability! From management services, investment support, banking introductions, or facility needs, we are well experienced to support your growth.

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 overall cost of business, supportive regulatory and government environment, competitive cost of real estate, great interstate access, and most of all; abundant, well skilled, and dependable work force.

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 best business environment. 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. A dependable, experienced developer willing to go where the workers already live and industries can be successful and grow.

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** a 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 and have developed strong relationships across the entire Southeast. **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 well established, **The Hollingsworth Companies** has become the Southeast's largest semi-rural industrial developer. From a few successful projects executed outside of our SouthPoint Business Parks, customers pushed us to create the "**Southern Advantage Program**". How could we take our broad industrial experience and expertise to more communities as well as maintain our speed to market advantage over our competition? The Southern Advantage Program is the answer to that question! Additional communities in Alabama, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, and Virginia continue to be analyzed with the same 60 item site selection criteria we used to identify our own parks. **The Hollingsworth Companies** have partnered with interested communities to identify viable sites and invest the necessary time and money to have one of our pre-designed facilities (Virtually Complete Industrial Buildings) ready for truly immediate construction. This unprecedented level of preparedness allows **The Hollingsworth Companies** to make unequivocal commitments 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.

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 how your company can benefit from 100+ years of combined experience in what makes industries successful. The best part is that it costs you nothing, no consulting fees, no broker fees, no premium real estate prices, and a dependable, well skilled workforce. Increase your time to market and save your company **money** every day in the future.

Services

Finish To Suit

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

Our typical **FINISH-TO-SUIT** facilities range from 110,000 to 175,000 square feet and are

always designed with future expansion in mind. Our Virtually Complete Building prototypes can be finished and ready for your business start up in as little as 30 days.



Our time tested construction approach utilizes a pre-engineered industrial building system which provides long-term durability as well as the lowest overall maintenance costs. We offer 32' clear height, 60'x60' bay spacing, 60 x 60 column spacing, and ESFR fire suppression system. 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 lease rate.

Through the development of privately-owned parks, we have established strong relationships with the local and state economic development agencies that are supportive of economic incentives for qualified projects. Our private park locations have been selected based on research that determined these locations have superior market advantages for industrial operations.

Dependable, readily available work force in right-to-work states are the key factor in our SouthPoint Business Park locations and position our tenants to succeed. This is especially true for companies trying to escape the higher cost of doing business elsewhere. Our **FINISH-TO-SUIT** solutions are ready to be occupied in just days after you sign your lease. When you need a place to grow your operation and need to respond quickly to your customers, remember... **Hollingsworth Makes It Happen!**

Services

Build To Suit



The Hollingsworth Companies offer reliable, quick turn **Build-to-Suit** industrial facilities that 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 facility ready in as little as 150 days at any of our Southern Advantage locations; customized Build-to-Suits facilities can be ready in 180-210 days across the Southeast.

Our staff has 100+ years of combined industry experience in

construction, industrial building design, development and factory start up. 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 facility start up cost savings, rapid time to market and the lowest long term operating costs.

Our time-tested and continuously improved construction approach utilizes a pre-engineered industrial building system with long term durability, as well as flexibility, to support 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 from 86,400 to 195,360 square feet. When we utilize our time-tested specifications on these pre-designed sizes, we are guaranteed delivery of steel on site in just six weeks from our order date.

Our **Build-to-Suit** 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, we have established strong relationships with the local and state economic development agencies that are supportive of economic incentives for qualified projects. Our private park locations have been selected based on research that determined these locations have superior market advantages for industrial operations.

Dependable, readily available work force in right-to-work states are the key factor in our SouthPoint Business Park locations and position our tenants to succeed. This is especially true for companies trying to escape the higher cost of doing business elsewhere. Our **Build-to-Suit** solutions are ready to be occupied in just days after you sign your lease. When you need a place to grow your operation and need to respond quickly to your customers, remember... **Hollingsworth Makes It Happen!**

Services

Fund To Suit

The **Hollingsworth Companies** is uniquely positioned to provide start-up equity, as well as “next-stage equity” to assist a business turn ideas, dreams, and plans into reality. History has shown that it takes more than a good idea to 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 is one of most critical initial steps in the development of an industrial business. **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** is 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 the expansion of an existing business. This process requires the expertise as well as persistence, and in the end, will absolutely determine if a business plan will receive 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 an industrial facility in a proven, business friendly location.

Additionally, we are always working to strengthen our relationships with various venture capital, private equity and banking sources to be ready for any industrial business 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 assist in building your business. Unlike passive industrial Investors, we have invested millions of dollars to develop and retain your facility. As such, we take a very serious interest in making sure your business is successful and continues to expand. Our business grows when your business grows, so it is only natural for us to want to see you succeed. The Hollingsworth Companies can help by expanding your existing facility, trading your lease in for a larger facility, or even build a campus of facilities for you.

Our facilities are designed for expansion to allow your company to respond to an increase in market demand. This expansion feature is pre-designed to allow your facility to grow without any interruption of your existing operation. Often times we can have the construction finished before your new manufacturing equipment arrives on site.

If you outgrow your pre-planned expansion capability we can trade in your existing lease for a new lease on an even larger facility, even if you have several years left on your current lease.

Because we own large tracts of industrial land, if one building is not enough for your growing company, we can provide you a campus location for your facility expansion. This solution can provide your business with additional opportunity for growth well into the future. As we hold property in multiple locations thorough the Southeast, we can also support your growth into surrounding markets/states.

With our inventory of Virtually Complete Buildings, we can provide additional space within a matter of days with one of our standard, flexible facility designs. In addition, we also maintain pre-graded lots for custom, Build-to-Suit facilities; most in as little as 5 months. We keep these available in every SouthPoint Business Park throughout the Southeast, so if your growth takes you from Virginia, to North Carolina, and on to Tennessee and Alabama, our **Industrial Building Program** can support 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



The Hollingsworth Capital Partners have been very successful in targeting and supporting selected start up and early stage firms within our portfolio of real estate tenants. We can also provide equity and actively participate from the Board of Directors for those companies that can benefit from our professional experience and contacts to fast track your company growth. Even a well thought out business plan can be made improved with the right connections and the timely infusion of cash for additional capacity and market expansion.

We approach industrial tenants differently than a traditional passive investors. Our real estate investments give us opportunity to support our clients companies with the following entrepreneurial services:

- Sale/Leaseback Transactions
- Equity & Real Estate Participation
- Real Property Design & Engineering
- Process Layout Design
- Venture Capital and Banking Liaison
- Business Analysis
- Ownership Structure Advisory
- Exit Strategy Analysis & Planning



The Hollingsworth Companies, in conjunction with the **Hollingsworth Capital Partners**, have the experience and resources to transform a solid business plan into a solid business!

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."

- Scott Kelley, President and CEO, Service Center Metals

SOUTHPOINT BUSINESS PARKS

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!**

SOUTHPOINT AL

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

SOUTHPOINT NC

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, 4 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

SOUTHPOINT TN

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

SOUTHPOINT VA

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.



SouthPoint Business Park Prince George County, VA.

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.

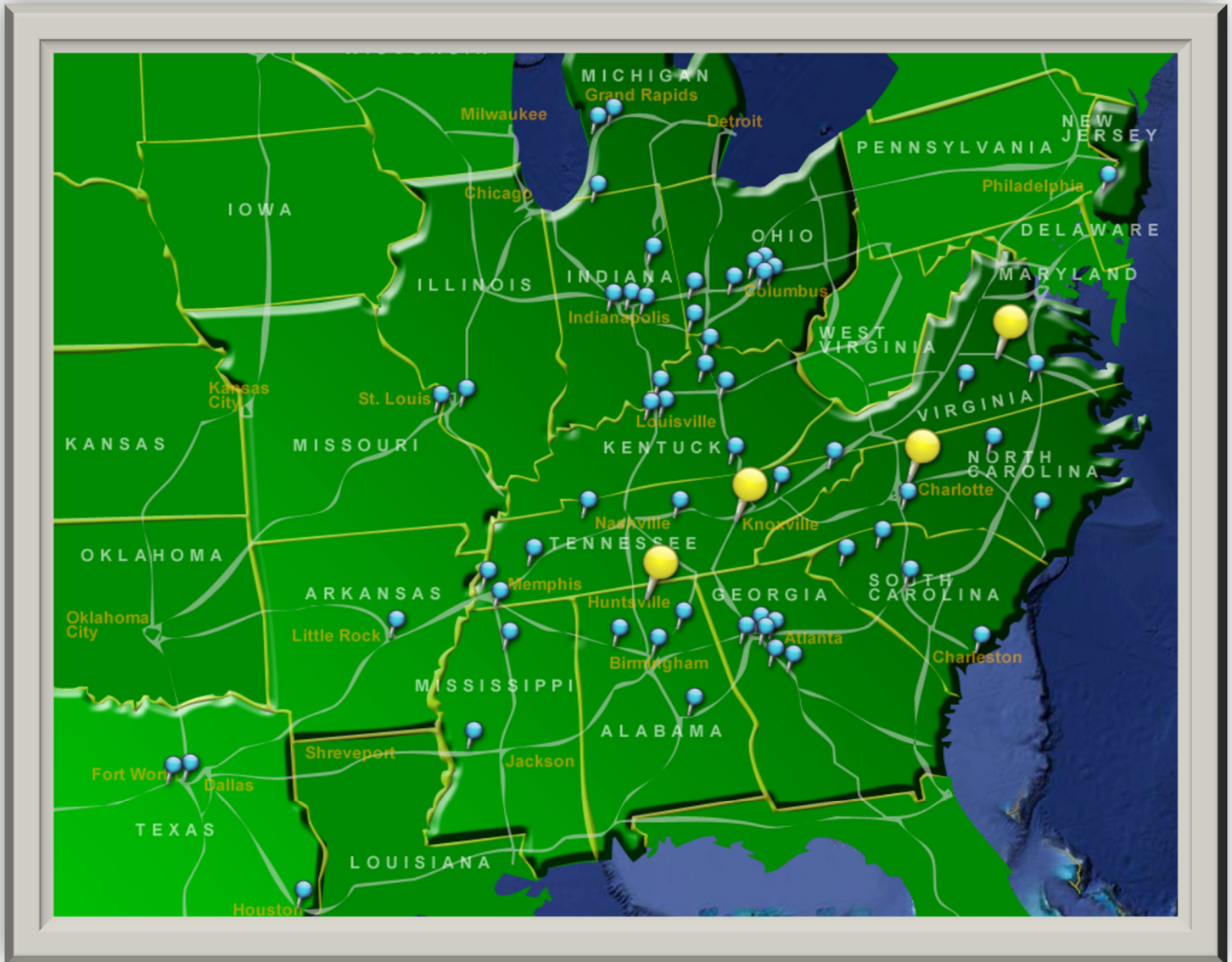
SOUTHPOINT Virginia, situated in Prince George County has already developed over 1,000,000 square feet of Class A industrial space. Five buildings have become FINISH-TO-SUIT projects and the remaining four were BUILD-TO-SUIT projects ranging in size from 52,000 square feet to 109,000 square feet. This park also 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
- Within 750 miles of over 50% of Nations Population
- Prime VA location with East-West, North-South Shipping
- Right-to-Work State
- Competitive Pricing
- Stable Co-op Power Rates and Productive Workforce
- 60+ Motor Freight Lines Serve Richmond MSA
- No State Sales Tax on Raw Materials and Purchases Related to Machinery, Tools, Spare Parts and Industrial Fuels
- Superior Quality of Life
- Richmond MSA and Regional Air Service Less than 30 Minutes Away
- Located in Foreign Trade Zone

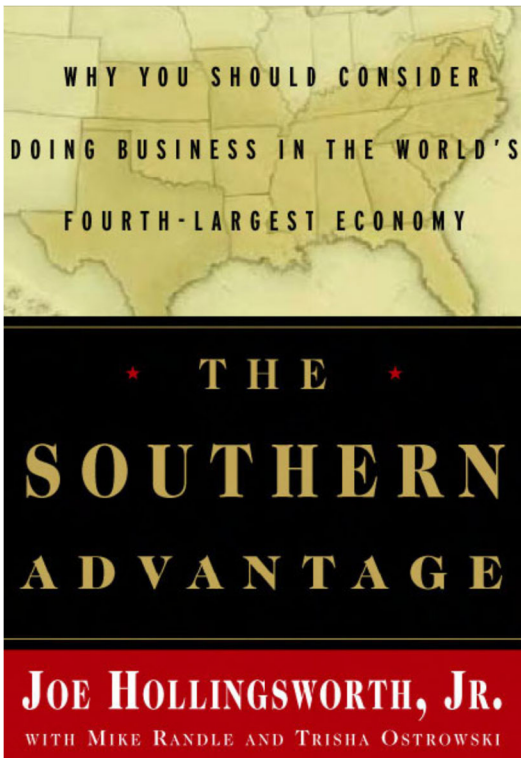
Southeastern Locations



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.

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."



Company

Overview

Our Mission



SouthPoint Business Park, Prince George County, VA.

The mission of **The Hollingsworth Companies Industrial Building Program** is to increase the profitability of our clients' business and improve the quality of life in the community 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

Joe 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. , CEO

of **The Hollingsworth Companies**, a collection of varied businesses, is 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 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.

Dan Piper, CFO

joined **The Hollingsworth Companies** team in the summer of 2015. After receiving his B.S. and 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.

Jamie Huskins, Esq., Corporate Counsel

joined **The Hollingsworth Companies** as Senior Property Manager in the winter of 2014. In September of 2015 she received her license to practice law in the state of Tennessee. Jamie is responsible for closings, lender coordination, title work, insurance placement, facility and legal documentation for the Industrial Building Program, and local commercial and apartment management. Prior to The Hollingsworth Companies Jamie worked for Gentry Tipton & McLemore, P.C. as a Corporate/Real Estate/Litigation Paralegal and as a title insurance agent with BridgeTrust Title Group. Jamie worked with lenders to optimize loan preparation and closing times. Prior to GT&M, Jamie worked for Culp Elliott & Carpenter, P.L.L.C as a Corporate/Real Estate/Tax Controversy Paralegal. She supported the firm's attorneys with strategic company and tax planning, along with numerous closing transactions for various company purchases, sales and lending. 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.

Company

Our Team

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 with key positions at Cope Associates, Lewis Group Architects, King & Johnson Architects, and Formus Architects. He has been involved in several types of building projects across the United States and has extensive project management experience with projects up to \$30 million. From heavy industrial work for the TVA, privately controlled barge-handling facilities, complex manufacturing buildings to high density logistic warehouses, Tom has a proven record of on-time, on-budget performance. Tom earned his Bachelor of Architecture degree from the University of Tennessee, Knoxville and has been licensed to practice architecture in Tennessee since 1991. Tom has been a licensed real estate broker and currently holds a general contractor license in AL, GA, MS, NC, SC, TN, and VA.

Tom Mann

joined **The Hollingsworth Companies** in 2016 and serves as the **Senior Vice President of Industrial Real Estate**. Tom brings 30 years of operations experience in technology companies and serves as the industry interface between potential clients and the Hollingsworth team. Tom 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; was Executive Vice President of Operations for Woodside Biomedical, a medical device firm; and served as Vice President of Manufacturing for Braun Thermoscan, a Gillette Company. Tom received his B.S. in Production and Operations Management from San Diego State University in 1984.

J.D. King

joined **The Hollingsworth Companies** 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 of Architecture degree from the University of Tennessee, Knoxville in 2003, he was a Project Manager and Estimator with Joseph Construction; the same firm he interned with while in college. JD has managed and estimated multimillion dollar construction projects for industrial clients in complex heavy manufacturing, light manufacturing, logistics, and warehousing. His commercial experience also includes construction of office, hotel/motel, medical, food, mixed use, entertainment and major renovations of existing facilities.

Company

Our Team

Amanda Hensley

has been with **The Hollingsworth Companies** since 2000 and serves as the **Internal Operations Manager**. Prior to the Hollingsworth Companies, Ms. Hensley was Corporate Director at Court South Health Clubs. Amanda oversees all day to day operations of **The Hollingsworth Companies Industrial Building Program** and **SouthPoint Business Parks**. Her duties include tenant relations and property management, contractor relations, contract and invoice management, overseeing and tracking project budgets and numerous activities related to our portfolio companies. Amanda received her B.S. in Business Administration from the University of Phoenix.

Paula McQueen

serves as the **Executive Assistant** to Joe Hollingsworth since 2007. Paula has over 20 years of property management, real estate, marketing and business experience. She provides direct support for Mr. Hollingsworth with the day to day operations of all the corporate entities. Her main responsibilities include overseeing client relations, negotiating and managing corporate service agreements, managing the company marketing programs and administering special projects for our portfolio companies. Paula received a B.S. Degree in Business Administration from the University of Tennessee, Knoxville.



CONTACT US

The Hollingsworth Companies is headquartered in Clinton, Tennessee, just minutes from Exit 122 on I-75.

Joe A. Hollingsworth, Jr.

CEO

Two Centre Plaza
Clinton, Tennessee 37716

(865) 457-3601 Office

(865) 457 3602 Fax

hollingsworth@hollingsworthcos.com

Dan Piper

Chief Financial Officer

Two Centre Plaza
Clinton, Tennessee 37716

(865) 457-3600 Office

(865) 457-3602 Fax

dipper@hollingsworthcos.com

Jamie Burns

Corporate Counsel

Two Centre Plaza
Clinton, Tennessee 37716

(865) 457-3610 Office

(865) 457-5476 Fax

jburns@hollingsworthcos.com

Tom Wortham

**Sr. VP of Architecture and
Business Development**

Two Centre Plaza
Clinton, Tennessee 37716

(865) 457-3701 Office

(865) 457-5476 Fax

(865) 414-7061 Cell

twortham@hollingsworthcos.com

Tom Mann

Sr. VP of Industrial Real Estate

Two Centre Plaza
Clinton, Tennessee 37716

(865) 457-3701 Office

(865) 719-6884 Cell

(256) 777-1995 Cell

(336) 552-1190 Cell

tmann@hollingsworthcos.com

J.D. King

Director of Construction

Two Centre Plaza
Clinton, Tennessee 37716

(865) 457-3610 Office

(865) 457-5476 Fax

(865) 389-3293 Cell

jdking@hollingsworthcos.com

Amanda Fritts

Internal Operations Manager

Two Centre Plaza
Clinton, Tennessee 37716

(865) 457-3610 Office

(865) 457-5476 Fax

afritts@hollingsworthcos.com

Paula McQueen

Executive Assistant to CEO

Two Centre Plaza
Clinton, Tennessee 37716

(865) 457-3601 Office

(865) 457-3602 Fax

pmcqueen@hollingsworthcos.com

www.hollingsworthcos.com

865-457-3600

865-457-3601

865-457-3701