



NNN INVESTMENT

6.83% CAP

NOI \$159,689

390 SCHILLINGER RD S
MOBILE, AL 36695

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Multi-Tenant Net Leased Investment - 6.80% CAP Rate



OFFERING SUMMARY

Sale Price:	\$2,339,466
CAP Rate	6.83%*
NOI	\$159,689*
2019 Rent Increase - Moe's	10%
2020 Rent Increase - Starbucks	7.5%
Year Built:	2005
Building Size:	4,245 SF
Zoning:	Commercial *Proforma

PROPERTY OVERVIEW

STARBUCKS - Starbucks Corporation is an international coffee and coffeehouse chain based in Seattle, Washington, United States. Starbucks is the largest coffeehouse company in the world, with over 19,000 stores globally, including around 13,000 in the United States, followed by nearly 1,000 in Canada and more than 900 in Japan. Starbucks sells drip brewed coffee, espresso-based hot drinks, other hot and cold drinks, snacks, and items such as mugs and coffee beans. Through the Starbucks Entertainment division and Hear Music brand, the company also markets books, music, and film. Many of the company's products are seasonal or specific to the locality of the store. Starbucks-brand ice cream and coffee are also offered at grocery stores. Starbucks retail stores are located in high-traffic, high-visibility locations. Its stores are located in or near a variety of settings, including downtown and suburban retail centers, office buildings and university campuses.

Moe's Southwest Grille - Founded in December 2000 in Atlanta, GA, Moe's Southwest Grill® is a fun and engaging fast-casual restaurant franchise serving a wide variety of fresh, made-to-order Southwest fare in a welcoming environment that rocks. Moe's currently serves the most awesome Southwest fare at more than 600 locations in the United States and abroad. In August 2007, Moe's Southwest Grill joined FOCUS Brands Inc. Atlanta-based FOCUS Brands Inc. is the franchisor and operator of over 4,300 Carvel® Ice Cream, Cinnabon® Bakery, Schlottzsky's® Deli, Moe's Southwest Grill®, Auntie Anne's® Pretzels and McAlister's® Deli locations, as well as the franchisor of Seattle's Best Coffee® on certain military bases and in certain international markets

This Moe's Franchisee is a strong operator with 5 Locations in the Southeast. They have been in business since 2005 with strong sales numbers in the Mobile location.

Complete Highlights

SALE HIGHLIGHTS

- Attractive 10% Rental Increases 2019 (Moe's), 7.5% 2020(Starbucks)
- Starbucks Equipped with Drive Thru
- TENANT S&P RATING: A [NASDAQ:SBUX]
- Moe's Franchisee - Strong Operator
- Moe's Operator has 5 Locations in the Southeast
- Moe's Operator has been with Franchise since 2006
- Adjacent to Mobile Regional Airport | Home to U.S. Coast Guard Aviation Training Center
- Airport Blvd and Schillinger Road Boasts Combined Traffic Counts of 56,000
- Average Household Income Within 1 Mile Radius Exceeds \$73,259
- 5 Mile Population Surrounding Investment Property Exceeds 105,000
- Near the University of South Alabama
- National Tenants Surrounding Property: Walmart, Lowe's, Target, Home Depot, Kohl's, Walgreens, McDonald's, Chick Fil A, PNC Bank, Advance Auto Parts, and more
- Amazon and Wal-Mart Distribution Center Under Construction in Mobile market



Asset Evaluation

TENANT NAME	UNIT SIZE (SF)	LEASE START	LEASE END	% OF GLA	PRICE PER SF/YR	TAX/CAM/INSURANCE
Starbucks	1,775	10/04/2004	02/28/2025	41.81	\$38.23	Tenant Responsibility
Moes	2,470	10/14/2004	10/31/2024	58.19	\$30.00	Tenant Responsibility
Totals/Averages		4,245		100%	\$33.44	

Cash Flow [1 Yr] -Dec 19

LEASE REVENUE	TOTALS	DEC- 19	JAN- 20	FEB- 20	MAR- 20	APR- 20	MAY- 20	AUG- 20	SEP-20	OCT -20	NOV -20
Starbucks	\$71,675.28	\$5,654.85	\$5,654.85	\$5,654.85	\$6,078.97	\$6,078.97	\$6,078.97	\$6,078.97	\$6,078.97	\$6,078.97	\$6,078.97
Moes	\$81,510 .00	\$6,792.50	\$6,792.50	\$6,792.50	\$6,792.50	\$6,792.50	\$6,792.50	\$6,792.50	\$6,792.50	\$6,792.50	\$6,792.50
Starbucks MGMT Fee [5% Base Rent]	\$2735.55	\$282.74	\$282.74	\$282.74	\$303.95	\$303.95	\$303.95	\$303.95	\$303.95	\$303.95	\$303.95
Moe's Operating Fee [EST]	\$883	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58
Moes Admin Fee [2.5% Base Rent]	\$2,037.72	\$169.81	\$169.81	\$169.81	\$169.81	\$169.81	\$169.81	\$169.81	\$169.81	\$169.81	\$169.81
Totals	\$159,689.73	\$12,973.48	\$12,973.48	\$12,973.48	\$13,418.81	\$13,418.81	\$13,418.81	\$13,418.81	\$13,418.81	\$13,418.81	\$13,418.81

Rent Increases

TENANT NAME	MONTHLY RENT	ANNUAL RENT + FEE'S
Starbucks		
Current (Years 11-15)	\$5,654.85	\$71,251
10% Increase (Years 16-20)	\$6,078.97	\$76,595
Option 1 - 10% Increase (Years 21-25)	\$6,686.87	\$84,254
Option 2 - 10% Increase (Years 26-30)	\$7,355.55	\$92,679
Option 3 - 10% Increase (Years 31 - 35)	\$8,091.10	\$101,947
Moe's Southwest Grill		
10% Increase (Years 16 - 20)	\$6,792.50	\$83,621

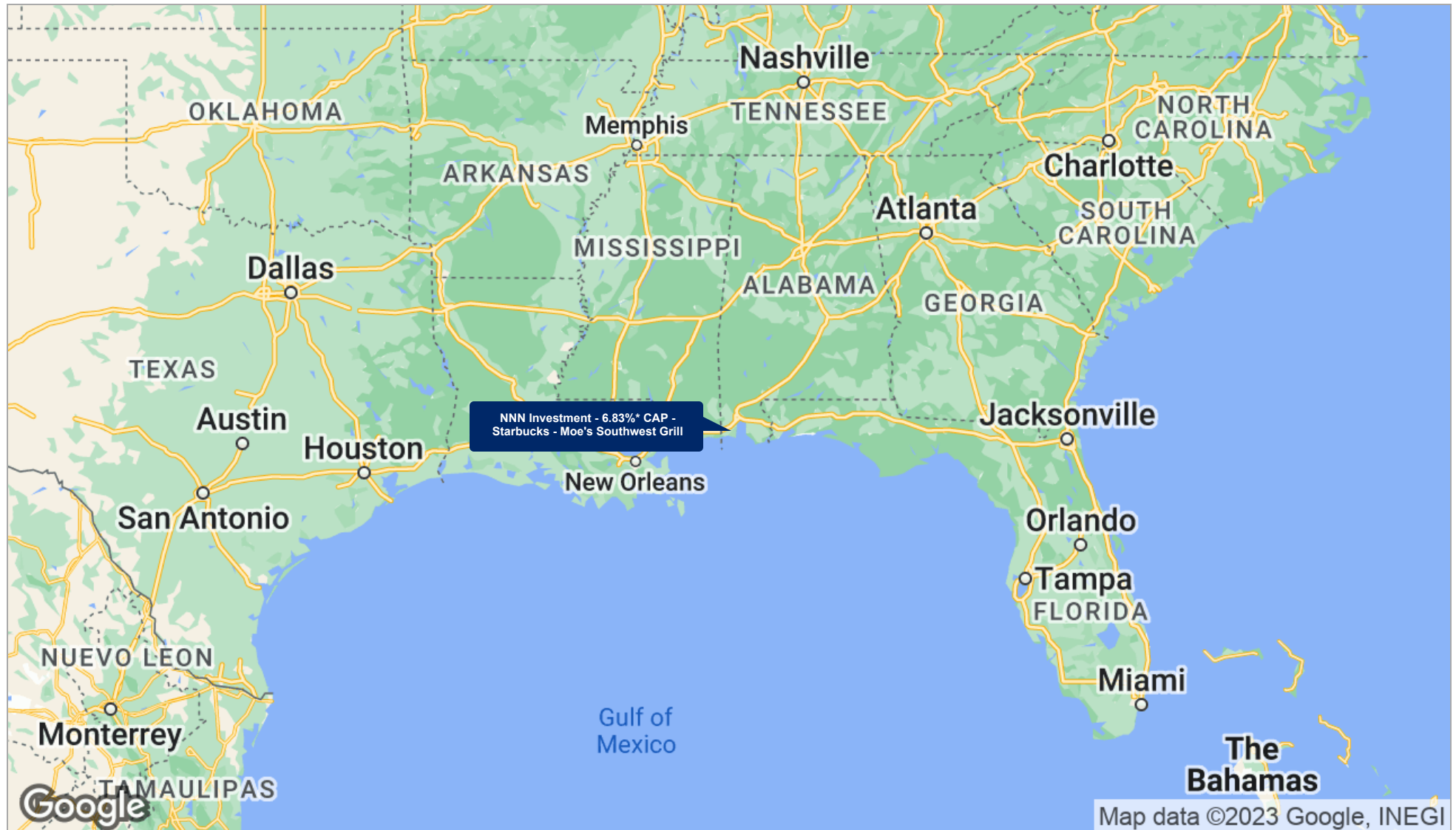
Aerial Map



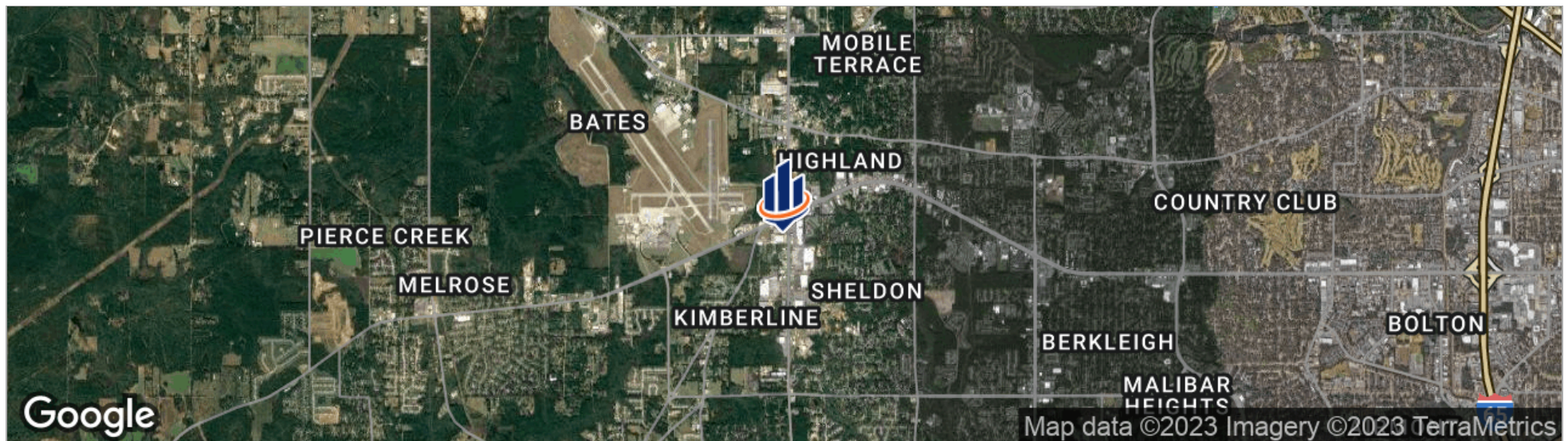
Retailer Map



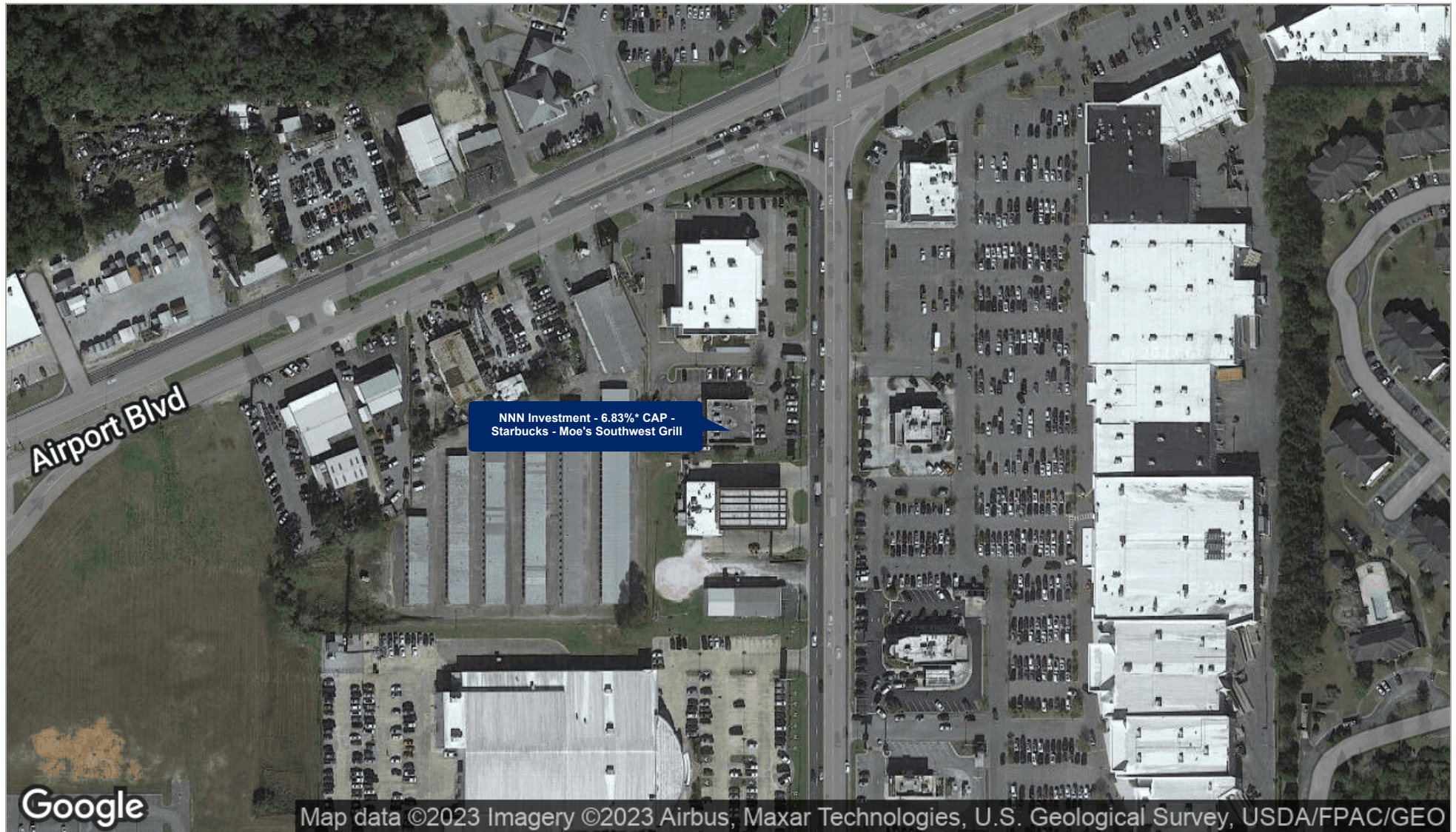
Regional Map



Location Maps



Regional Map



Photos



Mobile Economic Development

Economic Development

Some Recent Highlights

With domestic and global companies helping us grow, Mobile County has a thriving and diverse economy. Vast arrays of industries - such as Aviation, Chemical, Healthcare, IT/High-Tech, Logistics/Distribution, Maritime, Old & Gas and Steel - are investing in our area. Here are a few of our amazing accomplishments:

- Mobile Aeroplex at Brookley, an expanding aerospace industry hub, captured the global business spotlight when Airbus selected Mobile for its only assembly site in the western hemisphere. Construction is underway on this \$600 million project, and the first deliveries are expected in 2016. Industry companies including Airbus, Continental Motors and VT MAE continue to expand local operations.
- Austal USA is Mobile's largest manufacturing employer. The company now has more than 4,200 employees working on military contracts of up to \$5.1 billion. Austal will build up to 12 Littoral Combat Ships and 10 Joint High Speed Vessels for the U.S. Navy.
- The \$5.2 billion state-of-the-art stainless and carbon steel complex in north Mobile County was one of the largest private investments in U.S. history. The complex consists of AM/NS Calvert and Outokumpu Stainless. The development has spurred more than 300 local supplier jobs by companies doing business with the steel manufacturers.
- The USA Mitchell Cancer Institute is a world-class treatment and research center serving the central Gulf Coast. It is the only Stage II and III cancer center between Houston and Tampa. Providence Hospital's partnership with the M.D. Anderson Physicians Network also connects Mobile with many of the latest cancer treatment options.

What Are They Saying About Mobile County?

- **2015** - *fDi magazine* ranked Mobile 5th in the Small American Cities of the Future 2015/2016 - Business Friendly
- **2015** - *Forbes.com* ranked Mobile 1st among Mid-sized Cities for New Manufacturing Growth
- **2015** - *CNN Money* ranked Mobile 5th nationwide for a "living wage"
- **2015** - *nerdwallet* ranked Mobile 10th among Top 10 US Cities on the Rise and 11th among Cities with the Fastest Growing Incomes
- **2015** - *ZipRecruiter* ranked Mobile 19th among Top Southern cities for jobs
- **2014** - *MSN* ranked Mobile the 10th "hottest" city in America - calling Mobile "the "Southern Trading Hub of the US"
- **December 2014** - Recipient of the *Bloomberg Philanthropies'* Innovation Team Grant
- **November 2014** - *Business Insider Australia* ranked Mobile



MOBILE'S on the Grow

Full of Southern charm and hospitality, Mobile gives rise to countless business opportunities. Over the last decade, Mobile's economic development efforts garnered \$8.1 billion in capital investment and 14,341 jobs at new and existing area companies.

Just as impressive as our growing business community is our quality of life. Mobile is a picturesque city at the mouth of the Mobile River and edge of Mobile Bay, leading to the Gulf of Mexico. Our streets are lined with massive live oaks, and outdoor activities can be enjoyed year-round thanks to our warm, sunny climate.

Founded in 1702, Mobile is one of the oldest cities in the United States. Our rich history is matched with a fast-growing, modern community focused on the future.



MOBILE AREA
CHAMBER OF COMMERCE

A Decade of ECONOMIC DEVELOPMENT: Looking Back

Editor's note: *As we planned this issue of The Business View, we thought it would be interesting to take a look at the economic development announcements made over the last decade, locating them on a map of Mobile County.*

Before you turn the page, we invite you to take a quick walk down memory lane remembering some of our biggest victories, and some lesser known stories we found as we culled through our records.

Over the last decade, you've heard about nearly 100 Chamber-recruited projects, be it a new company or industry expansion. With their news, collectively came **14,386** direct jobs and **\$8.1 billion** in capital investments.

Along the way, the success stories came from names we recognize and a few we learned quickly.

For example, in 2007, **ThyssenKrupp's** historic \$3.7 billion investment for a new, state-of-the-art steel mill in north Mobile County (now owned by **AM/NS Calvert** and **Outokumpu**) was at the time, lauded as the largest private investment made in the U.S. Since purchasing the steel operations, AM/NS has made \$118 million in capital investments to expand the facility. Jointly, AM/NS and Outokumpu employ 2,455 people.

Austal USA expanded four times over the last 10 years, adding 3,700

jobs. In addition to the current 4,300-plus employees and multiple capital spending outlays, there is tremendous pride in saying U.S. Navy warships are made in Mobile.

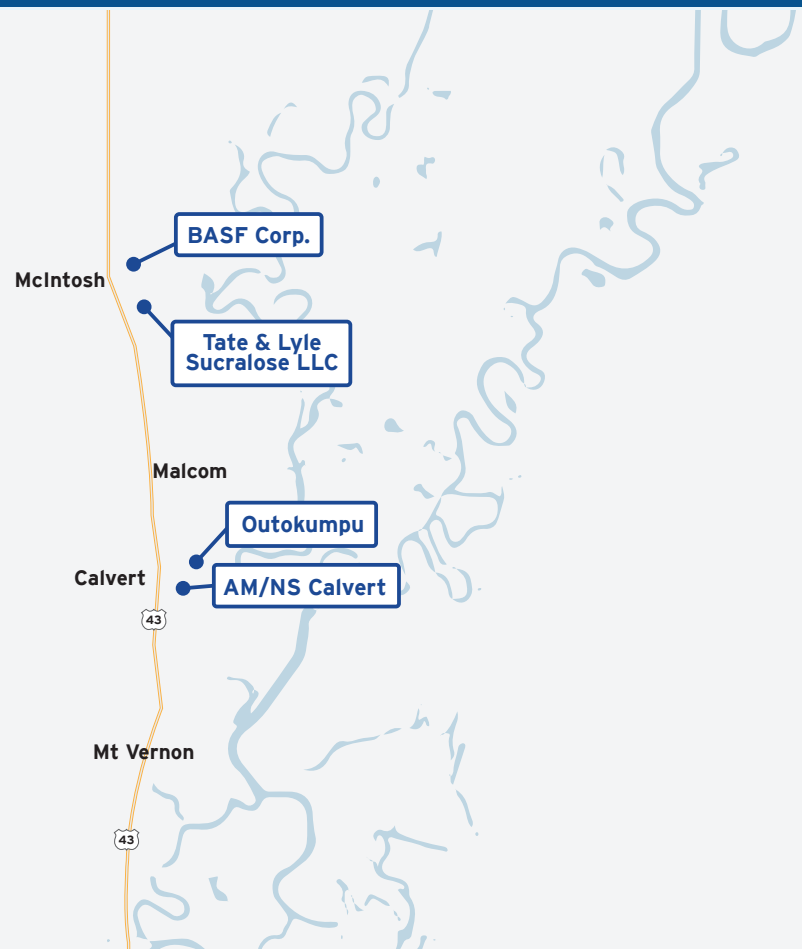
The **Kimberly-Clark** investment in 2010 was labeled one of the area's first major retention projects – meaning the \$50 million investment secured the mill's future. The company made two additional key announcements, one in 2017 and another this April – sure signs the Mobile facility is a strong asset to KC's future.

And in the middle of a hard-fought battle to win a U.S. Air Force Tanker Refueling Aircraft contract, the **Airbus Engineering Center** was announced in 2010, creating 200 engineering jobs. As many remember, Mobile and Airbus eventually lost the project and got what some say was the "better end of the deal" when Airbus opened its Final Assembly Line for commercial aircraft. The company's footprint and number of employees are expected to double with the recent acquisition of a majority stake in Bombardier's C Series aircraft.

What was surprising was the number of companies that made multiple announcements – including undersea umbilical manufacturer **Aker Solutions** and **Evonik's** effort creating a park where companies can feed off the byproducts each creates.

Mobile Area ECONOMIC DEVELOPMENT PROJECTS 2007 -PRESENT

Listed here are only the Chamber-member companies that have invested in new locations and/or expansions.







Representing manufacturing, steel, chemical, maritime and aerospace industries, Mobile's economy is strongly diversified.

In 2014, the technology industry achieved a major coup when the software development company **Rural Sourcing Inc. (RSI)** committed to create 100 high-tech jobs in downtown Mobile. The company helped start the development of the "technology corridor" and resides in the renovated Buick building on St. Louis Street.

Following its purchase of Mobile-based Scotch Gulf Lumber, Canadian-based **Canfor Southern Pine** moved its headquarters to Mobile in 2016, spurring the first of several headquarters announcements such as SSAB's commitment to move its American home office to complement its steel mill in Axis.

Last year, **Continental Motors**, an aircraft engine company here since the 1960s, recommitted to Mobile as its global headquarters and announced it would build a new facility at Mobile Aeroplex at Brookley. Two days later,

Walmart announced it would build direct import distribution center to serve its other distribution centers along the central Gulf Coast – only five others existed previously. In early summer, **Amazon's** sortation center announcement upped our "coolness" factor among younger generations who grew up with the online retailer.

Also on the list are Mobile-based companies like **AeroStar**, **Myer Marine** and **Prism Systems** that could operate almost anywhere but choose Mobile as home.

As you look at the map on the foldout and the list of new and expanding projects, the variety and scope help diversify the local economy, which equals strength for the long haul.

As **Bill Sisson**, the Mobile Area Chamber's president & CEO, said in a 2018 video, "We can't wait to show you what's next."

Mobile's INFRASTRUCTURE ASSETS

AVERAGE SALARY
OF JOBS CREATED
\$56,323

These are the results of the Mobile Area Chamber's economic development efforts over the past decade.

30 NEW
BUSINESSES
RECRUITED




14,386 NEW JOBS
CREATED




10TH LARGEST PORT
BY VOLUME IN THE U.S.



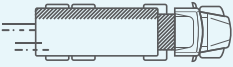
ACCESS TO
15,000 MILES OF INLAND
WATERWAYS



\$8.1 BILLION IN CAPITAL
INVESTMENTS AT
NEW & EXISTING COMPANIES



2 INTERSTATE SYSTEMS:
I-10 AND I-65



2 AIRPORTS IN MOBILE,
BOTH WITH FAA
PART 139 CERTIFICATION



5 CLASS 1 RAILROADS



NEW INDUSTRIES AND EXPANSIONS Over the Last Decade

Companies included below are members of the Mobile Area Chamber as of July 31, 2018.

Aaron Oil Co.

11 N. Water St., Ste. 14250
Oil Collection

AeroStar

2248 Michigan Ave.
Aviation Technology

Airbus

320 Airbus Way
Aircraft Manufacturing

Airbus Engineering Center

1801 S. Broad St.
Aerospace Engineering

Aker Solutions Inc.

7611 Lake Rd. S., Bldg. 200
Oil Field Service

Alabama Roll Products

5350 Laurendine Rd.
Steel Fabricators

Alabama State Port Authority

250 N. Water St., Ste. 300
Port Operators

Alabama Steel Terminals LLC

1881 Steel Terminal Rd.
Terminals - River & Marine

All Plastics & Fiberglass Inc.

8201 Zeigler Blvd.
Fiberglass Fabricators

AM/NS Calvert

1 AMNS Way, Calvert
Steel Manufacturing

Amazon.com Services Inc.

6455 Trippel Rd.
Warehousing

AMVAC Chemical Corp.

12650 U.S. Hwy. 43 N.
Chemicals

APM Terminals Mobile LLC

901 Ezra Trice Blvd.
Stevedoring Contractors

Arc Controls Inc.

4875 Tufts Rd.
Vessels - Fabrication & Repair

Arkema Inc.

13755 U.S. Hwy. 43 N.
Chemicals

Austal USA

100 Addisco Rd.
Shipbuilding

BASF Corp.

1379 Ciba Rd.
Chemicals

BASF

(formerly Bayer CropScience)
4201 Degussa Rd.
Chemicals

Berg Spiral Pipe Corp.

900 Paper Mill Rd.
Steel Manufacturing

Blastech Mobile LLC

12400 U.S. Hwy. 43 N.
Blasting & Painting

Buchanan Lumber Mobile Inc.

104 Industrial Canal Rd. E.
Lumber

Canfor Southern Pine

101 Dauphin St., Ste. 600
Lumber & Headquarters

Continental Motors Inc.

2039 Broad St.
Aircraft Engines

Danby Products Inc.

252 Jacintoport Blvd.
Appliance - Household/Dealer

Evonik Corp.

4201 Evonik Rd.
Chemical

FedEx

840 Lakeside Dr.
Transportation Services

FMC

12660 U.S. Hwy. 43
Chemicals

Harrison Brothers Dry Dock & Repair Yard Inc.

275A Cochran Causeway
Land Leasing

Kimberly-Clark

200 Bay Bridge Dr.
Paper Products

Krispy Mixes Inc.

6341 U.S. Hwy. 90 W.
Food Ingredient Manufacturer

Lenzing Fibers Inc.

12950 U.S. Hwy. 43 N.
Manufacturing

MAAS Aviation

321 Airbus Way
Aviation Technology

Masland Carpets LLC

716 Bill Myles Dr.
Carpet & Rug Manufacturer

Millard Maritime

7730 Deer River Rd.
Terminals - River & Marine

Myer Marine Services

744 Blackburn Dr.
Steel Fabricators

Outokumpu

1 Steel Dr.
Steel Manufacturing

Praxair

4101 Hamilton Blvd.
Gases Industrial - Medical - Bulk

Prism Systems Inc.

200 Virginia St.
Engineering Services

REEL USA Corp.

1890 Third St.
Crane Service

Rural Sourcing Inc. (RSI)

455 St. Louis St.
Software Development

Silver Ships

9243 Bellingrath Rd.
Boat Builders

SSAB Americas

12400 U.S. Hwy. 43 N.
Steel Manufacturing & Headquarters

Tate & Lyle Sucralose LLC

588 Industrial Rd.
Food Ingredient Manufacturer

Technip

7323 Dauphin Island Pkwy.
Subsea Construction

Threaded Fasteners Inc.

3200 Crichton St.
Fasteners-Distributor

UOP LLC, A Honeywell Co.

1 Linde Dr.
Chemicals

VT MAE

2100 Aerospace Dr.
Aerospace MRO

Walmart Logistics

8725 County Farm Rd.
Warehousing

Williams

8106 Dauphin Island Pkwy.
Gas-Natural

World Marine

601 S. Royal St.
Marine Services

Worthington Industries

4075 Hamilton Blvd.
Manufacturing

Xanté Corp.

2800 Dauphin St., Ste. 100
Printer Manufacturer



The Mobile Area Chamber of Commerce is the lead economic developer for the City of Mobile and Mobile County. Much of our economic success is attributed to the collaborative efforts of Team Mobile – a group of city and county officials, Alabama State Port Authority, Mobile Airport Authority, local utility and educational entities, and the Chamber.

According to an economic impact study by Auburn University at Montgomery, Mobile has the most diverse economy in Alabama. Our current industry clusters include aviation/aerospace, chemical, healthcare, information technology, maritime, logistics/distribution, oil and gas, and steel.

The following companies are among the most recent to announce new or additional investment, and statistics measure results from 2007 to 2018.

Editor's Note: This is an annual publication updated by the Mobile Area Chamber and shared with prospective economic development clients and regional, national and international media.

AeroStar

Aviation Technology

www.aerostar.aero

The Mobile-based aircraft maintenance repair company is more than doubling its footprint and employees to accommodate its growing workload. AeroStar performs maintenance on Airbus, Boeing and Bombardier platforms.

Airbus

Aircraft Manufacturing

www.airbus.com

Following the acquisition of a majority stake in the Bombardier C Series aircraft, Airbus will create a second final assembly line in Mobile. The company also delivered its first U.S.-built aircraft with the new engine option (NEO), offering customers a quieter and more fuel-efficient plane. Mobile is the fourth city in the world and the only city in the U.S. to assemble the A320 aircraft family.

Aker

Oilfield Services

www.akersolutions.com

The company is relocating engineering, human resources and accounting positions to Mobile. In addition, Aker is making a capital investment in its umbilicals manufacturing operations to meet the demands of its global customer base.

Amazon

Warehousing

www.amazon.com

Amazon's first investment in Alabama was a sortation center in Mobile. More than a million packages a month have the Mob5 label, indicating they came through Mobile.

AM/NS Calvert

Steel Manufacturing

www.usa.arcelormittal.com

The joint venture of ArcelorMittal and Nippon Steel and Sumitomo Metal Corp. increased its slab yard storage area and invested in technologies for high-strength steel. The company produces 5.3 million tons of flat rolled carbon steel products annually for the automotive, construction and other industries.

APM Terminals

Stevedoring Contractors

www.apmterminals.com

Phase three of five planned expansions is underway, including the addition of two super-Post Panamax and two Post-Panamax ship-to-shore cranes. When completed, the container port will accommodate 650,000 TEUs annually.

Austal USA

Shipbuilding

www.austal.com

Austal has delivered nine Littoral Combat Ships (LCS) and nine Expeditionary Fast Transport vessels (EPF) to the U.S. Navy from its shipyard at the Port of Mobile. Currently, there are seven LCS and three EPF ships in various phases of construction, enough to guarantee the current workforce through 2022.

BASF (formerly Bayer Crop Science)

Chemicals

www.cropscience.bayer.com

The company moved into the Mobile market, co-locating at Evonik's Mobile facility to use an Evonik chemical to produce BASF's agricultural herbicide.

Canfor Southern Pine

Lumber

www.canfor.com

Canfor recently located its U.S. headquarters to Mobile. The lumber company also has a sawmill located in Mobile.



Continental Motors Group

Aircraft Engines

www.continentalmotors.aero

The company announced plans to build a 260,000-square-foot state-of-the-art manufacturing facility and corporate office. The news was part of Continental's re-commitment to Mobile as its corporate global headquarters.

Evonik Corp.

Chemicals

www.evonik.com

The company recently expanded its production and established a chemical park where companies can benefit from the by-products of Evonik. Recently, the park drew a new product line operation with BASF.

Hutchinson

Aerospace

www.hutchinson.com

With an initial facility estimated between 21,000 and 35,000 square feet, Hutchinson's plans for an Aerospace Manufacturing Center of Excellence in Mobile could expand up to 65,000 square feet.

Kimberly-Clark

Paper Products

www.kimberly-clark.com

In a year's time, the company announced two significant investments: The first for an on-site heat and power plant, and the second to replace a tissue machine, add a converting line and expand its recycled fiber facility.

Lenzing Fibers

Woven Textiles

www.lenzing.com

Once the company finalizes building a new facility on site, it will be the largest production site of TENCEL® in the world

with anticipated production of 90,000 tons per year of the woven fiber used in clothing, sheets, baby wipes and other personal and industrial applications.

MAAS Aviation

Aviation Technology

www.maasaviation.com

The company completed a twin-bay paint shop facility dedicated to maintenance, repair and overhaul (MRO). The facility is an addition to the hangar MAAS set up initially at the Airbus Final Assembly Line.

Millard Maritime

Maritime Terminals

www.millardmaritime.com

The port facility located in south Mobile County is expanding its conveyance system for salt used to de-ice roads and parking lots. Millard's services include container stripping and loading, in-house stevedoring and export/import capabilities.

Prism Systems

Software Development

www.prismsystems.com

Driving this Mobile-based company's expansion is a new research and development lab. Prism creates the systems control software for Fortune 500 companies and other customers in energy, food and beverage, entertainment, government, oil and gas, pulp and paper, education and more.

Safran USA

Aviation Nacelles

www.safran-usa.com

The manufacturing operation will produce and install aircraft engine nacelles, the housing for an aircraft engine and its related components. The company built out a 24,500-square-foot bay at Mobile Aeroplex at Brookley.

SSAB

Steel Manufacturing

www.ssab.us

The company is moving its U.S. division's head office to Mobile. SSAB's manufacturing facility in Axis produces quenched and tempered steel plate used in automobiles, elevator buckets and other manufacturing and construction sectors.

Threaded Fasteners

Industrial Components

www.threadedfastenersinc.com

The company is building a galvanizing facility, and recently expanded its Mobile operations. Threaded Fasteners manufactures bolts and specialty headed products for maritime, industrial/chemical, transportation, construction, utility and original equipment manufacturer customers.

Walmart

Warehousing

www.walmart.com

The company opened its newest direct import distribution center in Mobile in August 2018. The 2.5 million-square-foot facility will stock Walmart's other distribution centers along the central Gulf Coast.

Worthington Industries

Cryogenic Technology

www.worthingtonindustries.com

Following the company's purchase of Taylor Wharton's cryoscience business, Worthington announced plans to move its manufacturing of transport trailer production to Mobile.

MOBILE-AREA MAJOR EMPLOYERS

Employers by Full-time Employee Count	Product or Industry
4,000-plus employees	
Austal *	Shipbuilding
Infirmity Health System	Healthcare
Ingalls Shipbuilding	Shipbuilding
Mobile County Public Schools	K-12 Public Education
University of South Alabama & Medical Facilities	Education/Healthcare
3,999 - 3000 employees	
Baldwin County Board of Education	Education
2,999 - 1,000 employees	
AM/NS Calvert *	Steel
Chevron Refinery	Oil
City of Mobile	Local Government
CPSI	Software
Mobile County	Local Government
Providence Hospital	Healthcare
Springhill Medical Center	Healthcare
VT MAE *	Maintenance & Repair
999 - 500 employees	
Airbus U.S. Manufacturing Facility *	Aerospace
Alabama Power	Utility
Alorica/EGS	Inbound Call Center
AltaPointe	Healthcare
AT&T	Utility
Evonik Corp. *	Chemicals
G.A. West & Co.	Industrial Construction
Kimberly-Clark Corp.	Paper
Outokumpu Stainless USA *	Steel
PCA Jackson Mill	Paper
PCH Hotels & Resorts	Tourism
Poarch Band of Creek Indians	Tribal Government
SSAB Americas *	Steel
Walmart Import Distribution Center	Distribution
499 – 250 employees	
Alabama Orthopaedic Clinic	Healthcare
Alabama State Port Authority	Maritime/Transportation
BASF *	Chemicals
Bishop State Community College	Education
Cardiology Associates	Healthcare
Coastal Alabama Community College	Education
Coca-Cola Bottling Co.	Food Services
Continental Motors *	Aerospace Engines
Fresenius Medical Care	Healthcare
Hargrove Engineers + Constructors	Engineering
Mobile Area Water & Sewer System	Utility
Olin Corp.*	Chemicals
Premier Medical	Healthcare
Regions Bank	Financial
Saad Healthcare	Healthcare
Southeast Toyota Finance	Inbound/Outbound Call Center
Spring Hill College	Education
The Hiller Cos.	Fire Systems & Safety
The SSI Group	Software
Thompson Engineering	Engineering
UOP Honeywell	Chemicals

MOBILE'S WORKFORCE TALENT POOL

Mobile's growing business community counts on a strong, talented and dedicated workforce. There are a number of resources and programs to ensure local residents have the skills area employers need.

Among the most recognized state-led training programs in the country, AIDT offers comprehensive pre-employment selection and on-the-job-training, specific to a qualifying company's needs. In Mobile, AIDT operates the Alabama Aviation Training Center, AIDT Maritime Training Center and the Erich Heine Learning Center (focused on steel manufacturing).

There are also numerous community colleges, training centers and apprenticeship programs. Twelve signature academies with career-oriented curricula based on current and projected job openings operate at Mobile County public high schools.



* Mobile has long been recognized for its foreign direct investment. The asterisk by 10 of the 50 major employers represents those based outside the U.S.



EASY ACCESS TO NORTH AMERICA AND WORLD MARKETS

By land, by air or by sea –
you can get here from anywhere.

Mobile is the largest Gulf Coast city between New Orleans and Tampa. A few interesting notes about our water economy: the Mobile-Tensaw River Delta is the second largest delta in the U.S., Mobile Bay is the fourth largest estuary in the nation and Mobile Bay holds the second largest natural gas reserve in the world.

LAGNIAPPE

(a little something extra)



A growing business community with a skilled workforce and unmatched infrastructure and logistics make Mobile an undeniable choice for your company's new location or expansion.

Our friendliness, historic character, abundance of cultural and recreational activities, and low cost of living make Mobile a place anyone would want to call home.

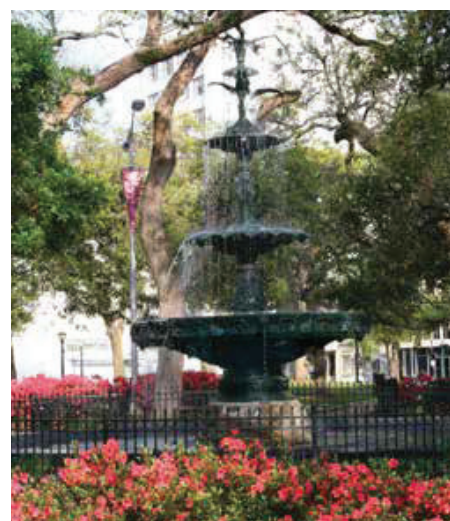


Here are a few things that make us unique:

Mobile is the birthplace of modern-day Mardi Gras celebrations in the U.S.

The Duffee Oak is a 300-plus-year-old tree, and one of 3,000 live oaks more than 100 years old in the city.

The University of South Alabama has the only Level 1 Trauma Center in the region and its Mitchell Cancer Institute is the only academic cancer research center in the upper Gulf Coast region.



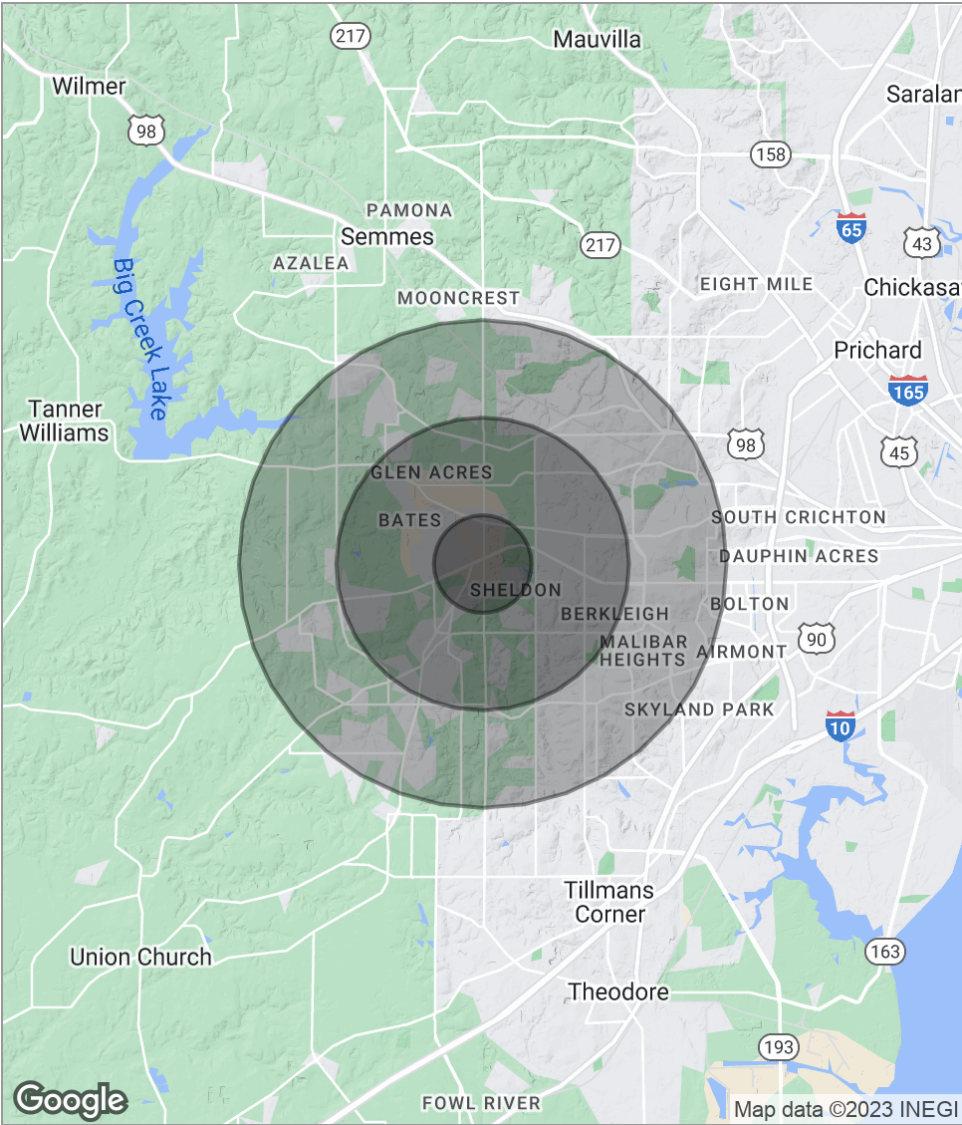
Mobile was founded by the French in 1702. The city has also flown under the flags of Spain and Britain, in addition to the United States.

The Dollar General Bowl, Reese's Senior Bowl, Alabama Deep Sea Fishing Rodeo, Dauphin Island Regatta, Azalea Trail Run and the Distinguished Young Women scholarship program all call Mobile home. In addition, regional golf is among the nation's finest with more than 25 courses.



Mobile is known as the Azalea City thanks to Frise Langlois, who first brought the bright pink blossoms here from his father's garden in Toulouse, France, in 1754.

Demographics Map



POPULATION	1 MILE	3 MILES	5 MILES
Total population	3,883	42,134	105,209
Median age	34.4	34.0	36.1
Median age [Male]	33.7	32.3	33.9
Median age [Female]	35.5	35.4	37.7
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total households	1,377	15,991	40,259
# of persons per HH	2.8	2.6	2.6
Average HH income	\$73,259	\$63,566	\$69,304
Average house value	\$138,662	\$165,449	\$181,343

* Demographic data derived from 2020 ACS - US Census

Michael Carro, CCIM

MICHAEL CARRO, CCIM

Senior Advisor, Principal

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PROFESSIONAL BACKGROUND

Michael Carro is a CCIM and Commercial Broker Licensed in Florida and Alabama. He is a Principal at SVN | SouthLand Commercial Real Estate with offices in Pensacola, Panama City and Tallahassee. Before starting SVN | SouthLand Commercial, he was the 2009, 2010, 2011 & 2012 Top Producer for NAI Halford. He received the NAIOP 2010 "Broker Deal of the Year" Award and the NAIOP "New Development of the Year" in 2014. He has been Top Producer for SVN | SouthLand Commercial in 2014-2020. In 2016, he was the #1 Top Producer in the State of Florida, and the #3 Top Producer in the USA for SVN. He was also the recipient of the NAIOP Broker Deal of the Year Award in 2016.

2016 #1 Top Producer in the State of Florida for SVN

2016 #3 Top Producer in the USA for SVN

2016 NAIOP Broker Deal of the Year Award Winner

Restaurant Background

- Founded The Restaurant Realty Network and TheRestaurantRealty.com
- Hosts "The Restaurant Realty Show" weekly on News Radio 1620.
- In 1999 and 2000 oversaw the acquisition of 120 Hardee's Restaurant locations in Springfield, IL; Biloxi, MS; Pensacola, FL; Huntsville, Montgomery and Mobile, AL
- Was a member of the International Hardee's Franchise Association (IHFA) and on the purchasing committee 2002-2006

EDUCATION

- Graduated from the University of Arizona with a BS in Business Administration
- Member of the Alpha Tau Omega fraternity
- Cheerleader for the University of Arizona from 1987 to 1990.

MEMBERSHIPS & AFFILIATIONS

- President of Gallery Night Pensacola
- Board Member for the Downtown Improvement Board
- Former President of Pathways For Change, a faith based sentencing option for non-violent criminal offenders.
- Former President of the Northeast Pensacola Sertoma and "Sertoman of the Year" in 2012 and 2013.
- 2008 Received the National "President's Volunteer Service Award"

Bryan Morelock

BRYAN MORELOCK

Advisor

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PROFESSIONAL BACKGROUND

Bryan Morelock is a licensed Commercial Real Estate Advisor for SVN specializing in Hotel product types and Investment properties. Based in Northwest Florida, Bryan actively markets and sells properties throughout the entire Panhandle of Florida and South Alabama. Morelock has 6 years of real estate experience , specializing in Single and Multi Tenant Investment Acquisitions and Dispositions.

In 2014 Bryan joined the SVN Hospitality Product Council and became a part the SVN HOTELS - FLORIDA TEAM where he works in alignment hotel experts in the state and around the country. This transition has allowed Morelock to better serve the need for hotel buyers and sellers with the ability to present assets on a national level, reaching brokers/buyers from all around the U.S. In addition joining SVN HOTELS, Morelock is a member of the Florida Restaurant & Lodging Association [FRLA] and Asian American Hotel Owners Association [AAHOA].

Outside of Brokerage, Morelock is very active in the Northwest Florida community. He sits as a board member for Northeast Pensacola Sertoma and serves as the Director for Pensacola Dragon Boat Festival. During the 2017 fiscal year Northeast Pensacola Sertoma was able to give \$100,000 to local organizations such as, Gulf Coast Kid's House, Every Child a Reader [ECARE], Pathways for Change and ARC Gateway.

EDUCATION

The University of Alabama 2009
*Culverhouse College of Commerce and Business Administration

MEMBERSHIPS & AFFILIATIONS

Past President - Northeast Pensacola Sertoma
Past Director - Pensacola Dragon Boat Festival
Florida Restaurant & Lodging Association - FRLA
Asian American Hotel Owners Association - AAHOA
Pensacola Chamber of Commerce
Florida Association of Realtors
Pensacola Association of Realtors