



# Hunt Midwest

## PRESS RELEASE

### KC Supply Chain, E-commerce Fuels Hunt Midwest Business Center Growth

*Multi-tenant strategy, unique tax incentives create a winning combination for surface business park*

Kansas City, Mo. — February 28, 2018 — Hunt Midwest and HSA Commercial are pleased to announce strong leasing activity at their Class A industrial buildings, Logistics I and II in the Hunt Midwest Business Center (HMBC), a 2,500-acre commercial development in Clay County at I-435 and Parvin Road.

The following new HMBC tenants qualified for 100% tax abatement for 25 years:

- American Tire Distributors Inc. (ATD)** opened a 108,860 square foot regional warehouse and distribution center in HMBC Logistics II, a 200,000 square foot, multi-tenant warehouse, and distribution facility.
- ORBIS Corporation** also opened a 40,777 square foot service center for its Reusable Packaging Management (RPM) division in HMBC Logistics II. The service center focuses on inventory management and cleaning of plastic reusable packaging used in the food, beverage, and consumer goods supply chain.
- Spartan Motors, Inc.** expanded its cargo van and fleet upfit assembly operation in HMBC Logistics 1 to 63,169 square feet. The expansion comes less than a year after Spartan launched its all-new service line in HMBC Logistics I, a 200,000 square foot warehouse, and distribution facility.
- A leading supplier to the e-commerce industry will launch a 37,888 square foot manufacturing and fulfillment center in April at HMBC Logistics I, its first Midwest location.

“These leases validate Hunt Midwest’s decision to invest in multi-tenant facilities geared to tenants ranging from 40,000 square feet to over 100,000 square feet,” said Hunt Midwest President and CEO **Ora Reynolds**. “Phase 5 of the Hunt Midwest Business Center includes a third 200,000 SF multi-tenant building along with room for additional buildings ranging from 450,000 to 1.2 million square feet. As businesses grow, we will have the inventory to meet their growing demands within HMBC.”

Hunt Midwest Business Center is within an Enhanced Enterprise Zone (EEZ), offering qualified companies a 25-year, 100 percent real property tax abatement based on investment and job creation. “The EEZ is a game changer for companies looking to locate in HMBC,” said **Mike Bell**, Hunt Midwest vice president of commercial real estate. “With the tax incentives offered, companies are benefiting greatly from substantial savings.”

With immediate proximity to FedEx and UPS hubs and minutes from I-35, I-29 and I-70, HMBC offers companies the ability to reach 85 percent of the U.S. market within two days while benefiting from one of the Midwest’s strongest labor pools.

“Hunt Midwest offers what we term the ‘Three Ls’ of industrial real estate—Location, Logistics and Labor,” Bell said. “We are seeing a cluster effect of automotive, 3PL, and e-commerce companies taking advantage of HMBC’s central location, strong workforce, and direct access to public transportation.”



## Hunt Midwest

New tenants consistently cite HMBC's central location and scalable footprint as factors in their leasing decisions. "The central location of our new distribution center allows American Tire Distributors to quickly and efficiently move inventory to thousands of customers throughout the Midwestern region," said Daniel Lacouture, director of real estate for American Tire Distributors. "Hunt Midwest Business Center's highway access and proximity to the Kansas City trade distribution network was a big selling point."

HMBC's standard amenities include 32' clear height, build-to-suit office, 60' speed bays, ESFR sprinkler system, expansive truck court depths and dedicated trailer parking positions. In addition, enhanced fiber and technological infrastructure demanded by companies allow for ultimate efficiency in their warehouse management systems.

HMBC Phase 5 includes Logistics I, II and III and an additional 80 acres for up to 1,200,000 square feet of buildings. HMBC ultimately will include an additional 8 million square feet of master-planned, Class A warehouse and distribution space in future phases.

### **About American Tire Distributors Inc.**

[American Tire Distributors Inc.](http://atd-us.com/) is one of the largest independent suppliers of tires to the replacement tire market. The company operates more than 140 distribution centers, serving approximately 70,000 customers across the North America. The company offers an unsurpassed breadth and depth of inventory, frequent delivery and value-added services to customers in the tire and automotive industry. Headquartered in Huntersville, North Carolina, American Tire Distributors Inc. and its affiliates employ more than 5,000 people across the United States and Canada. More information at <http://atd-us.com/>

### **About ORBIS RPM**

[ORBIS RPM](http://www.orbisrpm.com) is part of ORBIS Corporation, North America's reusable packaging leader. **ORBIS RPM reduces** the time and effort needed to track, retrieve, clean and inventory packaging assets in a wide variety of industries. These packaging services give companies the freedom to focus on core competencies and positively impact business operationally, financially and environmentally. With more than 160 years of material handling expertise and 50 years of plastics innovations, ORBIS consists of a portfolio of businesses that meet the material handling needs of companies across many industries. ORBIS helps world-class customers move their product faster, safer and more cost-effectively. ORBIS is a part of Menasha Corporation, one of the oldest family-owned manufacturers in the United States. For more information, please visit [www.orbisrpm.com](http://www.orbisrpm.com).

### **About Spartan Motors**

[Spartan Motors, Inc.](http://www.spartanmotors.com/) is a leading designer, engineer, manufacturer and marketer of a broad range of specialty vehicles, specialty chassis, vehicle bodies and parts for the fleet and delivery, recreational vehicle (RV), emergency response, defense forces and contract assembly (light/medium duty truck) markets. The Company's brand names—Spartan Motors, Spartan Specialty Vehicles, Spartan Emergency Response, Spartan Parts and Accessories, and Utilimaster®, a Spartan Motors Company—are known for quality, durability, performance, customer service and first-to-market innovation. The Company operates facilities in Michigan, Indiana, Pennsylvania, Kansas, Wisconsin, Nebraska, South Dakota, Saltillo, Mexico; and Lima, Peru. Spartan reported sales of \$550 million in 2015. Visit Spartan Motors at <http://www.spartanmotors.com/>.

### **About Hunt Midwest**

[Hunt Midwest](http://HuntMidwest.com) is a full-service real estate development company with a focus on industrial, commercial, retail, mission critical, multifamily, seniors housing and master planned communities. Its portfolio is anchored by SubTropolis, the world's largest underground business complex. Hunt Midwest is a Kansas City-based, privately held company owned by



## Hunt Midwest

the Lamar Hunt family. The Hunt family business is a diverse portfolio of entities involved in real estate, sports/media, energy/resources, private equity and investments. Marquee entities include the Kansas City Chiefs, Hunt Midwest, Hunt Southwest, FC Dallas Soccer Club, Toyota Stadium, Chicago Bulls and United Center. More information at [www.HuntMidwest.com](http://www.HuntMidwest.com).

### **About HSA**

**HSA Commercial Real Estate** is a diversified, full-service real estate firm specializing in office, industrial, retail and health care real estate leasing, management, marketing, development, and financing on a national basis. Along with developing and acquiring more than 50 million square feet of commercial real estate across the United States, with a total consideration in excess of \$2.5 billion, HSA Commercial Real Estate has represented owners and tenants in more than 10,000 transactions in 43 states; manages a property portfolio in excess of 16 million square feet in locations across the nation; and owns more than 16 million square feet of commercial property in 14 states.

### **For more information:**

Wendy Padgett | 816-455-2500 or [WPadgett@HuntMidwest.com](mailto:WPadgett@HuntMidwest.com)

Krista Klaus | 913-284-5752 or [KKlaus@HuntMidwest.com](mailto:KKlaus@HuntMidwest.com)

©2018 Hunt Midwest Enterprises, Inc. All rights reserved.