The CBRE Food Facilities Group serves the specialized real estate needs of the cold storage, food distribution, and food processing industries nationwide.
72% of all 2012 net jobs were created by companies with under 1,000 employees.

SITE SELECTION PROCESS

Large-Cap Companies

- Long-Term Planning
- Logistics
- Workforce Analytics
- Incentives

CBRE
SITE SELECTION PROCESS

Mid-Cap Companies

- Timeline to Production
- Labor & Incentives
- Regional Searches
- Facility Reuse & Retrofits
SITE SELECTION PROCESS
Small-Cap Companies

Opportunistic Facility
Reuse

Adequate Labor
GREENFIELD: LARGE-CAP COMPANY

Confidential Food Company
Southwest Region

Transaction Highlights

- 50-100 acre requirement for a food manufacturing facility
- Operations to be consolidated from multiple states
- 30-acre site selected
- Important Considerations:
  - Logistics
  - Labor Supply
  - Incentives
**Transaction Highlights**

- 400,000 SF former Sara Lee bakery plant
- Challenges:
  - Depressed local economy
  - Very large facility (finite amount of potential users)
  - 1970s facility
- CBRE Food Facilities Group marketed the bakery to food companies throughout the country, focusing on the bakery sector
- Went under contract to a baking company within 45 days of marketing; sale closed within 120 days
- Facility reopened 6 months later, restoring 400 jobs
Baker to bring 400 jobs

J. Skinner to light the ovens in old Sara Lee building

THURSDAY
December 20, 2012

STAFF REPORTS
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Texas Gov. Rick Perry is in Paris today, announcing the J. Skinner Baking Company is expanding its operations into the former Sara Lee plant.

The J. Skinner Baking Company operation is expected to create nearly 400 new jobs and $25 million in capital investment in the Paris community.

The Texas Enterprise Fund is providing $1.8 million to finalize the expansion and new job creation for the baking company’s new plant.

“Texas is a beacon of economic freedom and opportunity, which is why employers looking to expand or relocate continue to choose the Lone Star State,” Perry said.

“Companies like J. Skinner know that our strong commitment to low taxes, reasonable regulations, fair courts and a skilled workforce make Texas the best place to live, work, raise a family and have a business.”

A team led by company President and CEO Anacle Keaton had been evaluating sites in Nebraska, Pennsylvania and South Carolina, and they looked at the Paris site in September.

Keaton said he was so impressed with the plant, he put a bid in the property within four hours.

Paris Mayor Dr. A.J. Hasbani said, “On behalf of the citizens of Paris, Texas, we want to thank the J. Skinner Baking Company for believing in our community as the best location for their business expansion. We know that the competition for new jobs and capital investment is fierce across the country. The support extended by Governor Perry’s office through the Texas Enterprise Fund award literally closed the deal in our favor.”

J. Skinner is a privately held, family-owned company that has provided baked goods like Danish, muffins, coffee cakes and other Old World sweets for the retail trade for more than two decades. But former CEO James Skinner wanted to build
RETROFIT: MID-CAP COMPANY
Beverage Manufacturer & Bottler
Fort Worth, Texas

Transaction Highlights

- 400,000 SF dry distribution warehouse
- Retrofit for beverage distribution and manufacturing
- 6-month process from inception to lease execution
- Important Considerations:
  - Timeline to production: 12 months to fulfill contract obligations
  - Efficient layout of manufacturing lines
  - Southwestern location
  - Highway access
  - Economic incentives
  - Availability of labor
- Operations projected to commence Q1 2014
- Projected to bring 250+ jobs
REUSE: SMALL-CAP COMPANY

Poultry Grower & Processor
Arkadelphia, AR

Transaction Highlights

- 55,000 SF former Petit Jean USDA poultry processing facility
- Challenges:
  - Remote location
  - Plant had been closed for a year prior to marketing
- CBRE Food Facilities Group marketed the property to national food companies, with targeted marketing to meat processors
- Worked aggressively with the Arkadelphia Regional Economic Development Alliance and the Arkansas Economic Development Authority
- Purchased by a chicken processor and grower
- Creation of **172 new jobs**
REUSE: SMALL-CAP COMPANY
Poultry Grower & Processor
Arkadelphia, AR
QUESTIONS?
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