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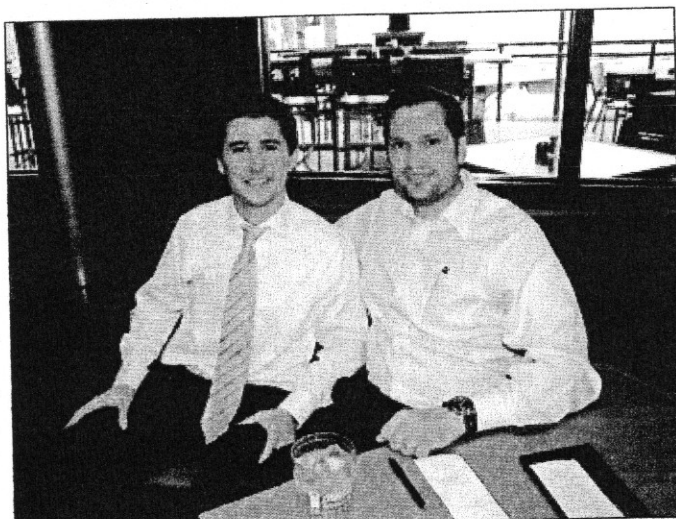
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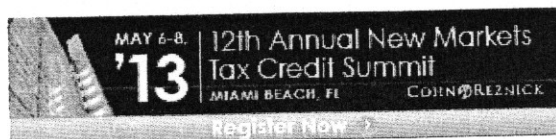
March 6, 2013

Avon Calling All Industrial Tenants To Backfill Its Gwinnett DC

Ring, ring. It's NAI Brannen Goddard calling. There's a **365k SF distribution center** in Suwanee looking for someone to step inside.



Yesterday, we spoke with NAI BG's **Nathan Anderson** (here with **Austin Brannen**, the son of CEO **Mitch Brannen**, who has been an industrial broker for the past year since graduating Auburn). Nathan picked up a **plum assignment** to represent Avon in its **potential disposition** of 425 Horizon Dr, a **365k SF distribution center** in Suwanee that Avon plans to shutter later this year. (Even vacant, an Avon building probably smells great.)



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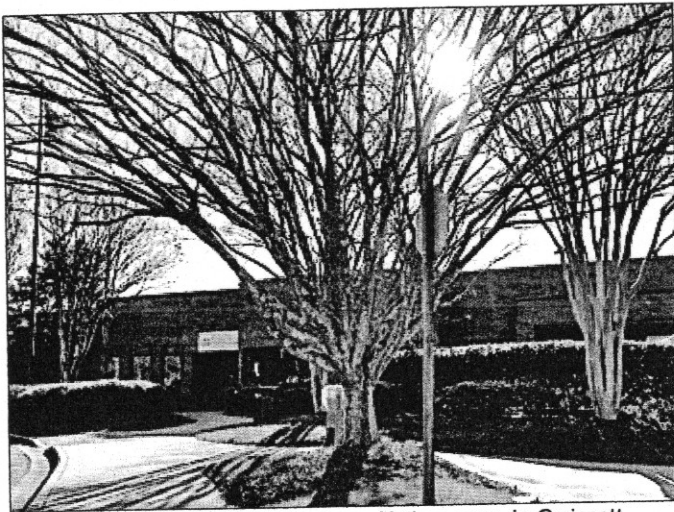
Jeff Dils

404.407.1940



Tim Huffman

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It may also be good **timing** for Avon, Nathan says. In Gwinnett, there are **few big blocks of industrial space** available (who'd thought we'd be saying that again?). And there has been a surge of industrial prospects in the area, with such big users as Athens Paper rumored to be **scouting sites**. He tells us the cosmetic company is willing to part with the facility either **through a lease or sale**.



Gwinnett Entices with Opportunity Zones, Infrastructure



How's the Gwinnett Count reinvention going? Gwinnett CID's **Joe Allen**, Dexter Cos' **Allan Anderson**, and Gwinnett Chamber of Commerce's (and former Suwanee Mayor) **Nick Masino** know the latest. Nick and Joe say the county is making a concerted effort to improve **economic development prospects** by allowing **mixed-use ordinances** and establishing "**opportunity zones**," which gives businesses a **tax credit** for creating two or more new jobs. (To be a true opportunity zone, it should be the best place to find a spouse and get discovered by Hollywood.) The move is more a push to create **office-based jobs**, Nick says. While the opportunity zones are only a couple of months old, the push for office jobs has paid off, with the **retention** of Rock-Tenn's HQ in the county and Primerica's new HQ.

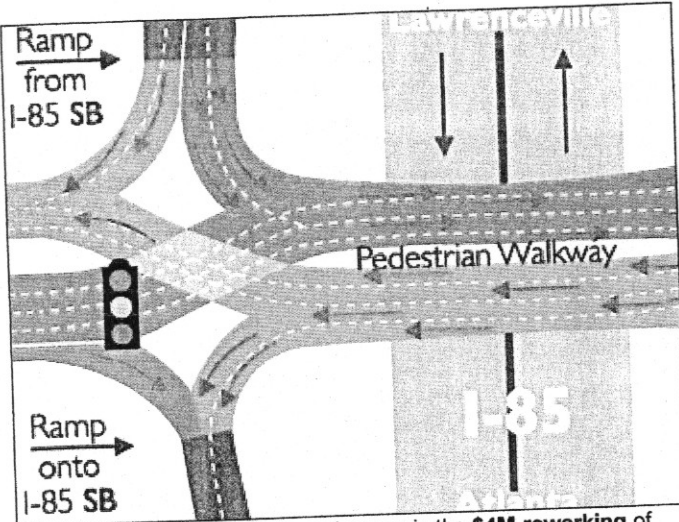
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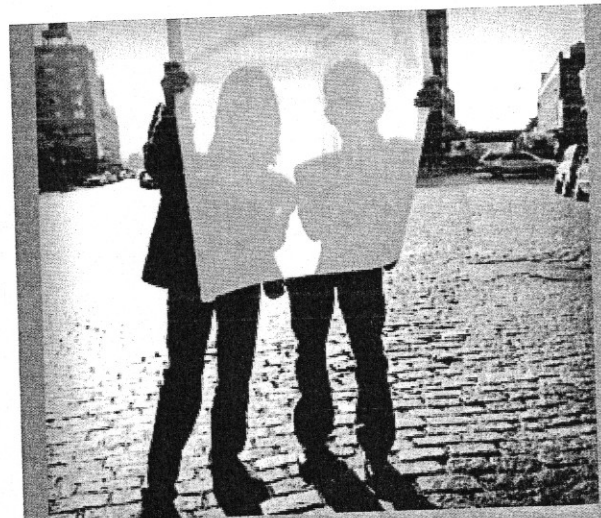
One of the **biggest projects** under way is the **\$4M reworking** of the Pleasant Hill Road overpass at I-85 becoming a Diverging Diamond Interchange. The project, funded by SPLOST and CID funds, will even **install a pedestrian walkway** in the middle. While a diamond is forever, a diamond project has an end, and completion here should **reduce congestion time by 25%**.



Allan (who's been with Dexter since the company developed Gwinnett Corporate Center in 1984) says the 1.2M SF office and flex complex off Shackleford Road has occupancy around **75%**. Dexter's complex is part of the opportunity zone, and already Allan says he's seeing a lot of activity (some **200k SF** in new and renewed **deals** last year alone). Most recently, LSI **renewed 58k SF** for its regional HQ there, and the US Geological Survey inked a **40k SF lease** for its regional operations center.



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