

2022 ROADSHOW

CUSHMAN & WAKEFIELD



COMMERCIAL ADVISORS

presented by **Landon Williams**



With You Today

*Our team exists to help investors achieve their real estate investment goals. We specialize in commercial real estate investment sales and excel at providing **best-in-class marketing, personal hustle, and a process-oriented full-service team**. Our ideal client is an institutional or private capital investor who does business in the mid-south and values cutting-edge style, energy, and a long-term relationship.*



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CUSHMAN &
WAKEFIELD



COMMERCIAL
ADVISORS

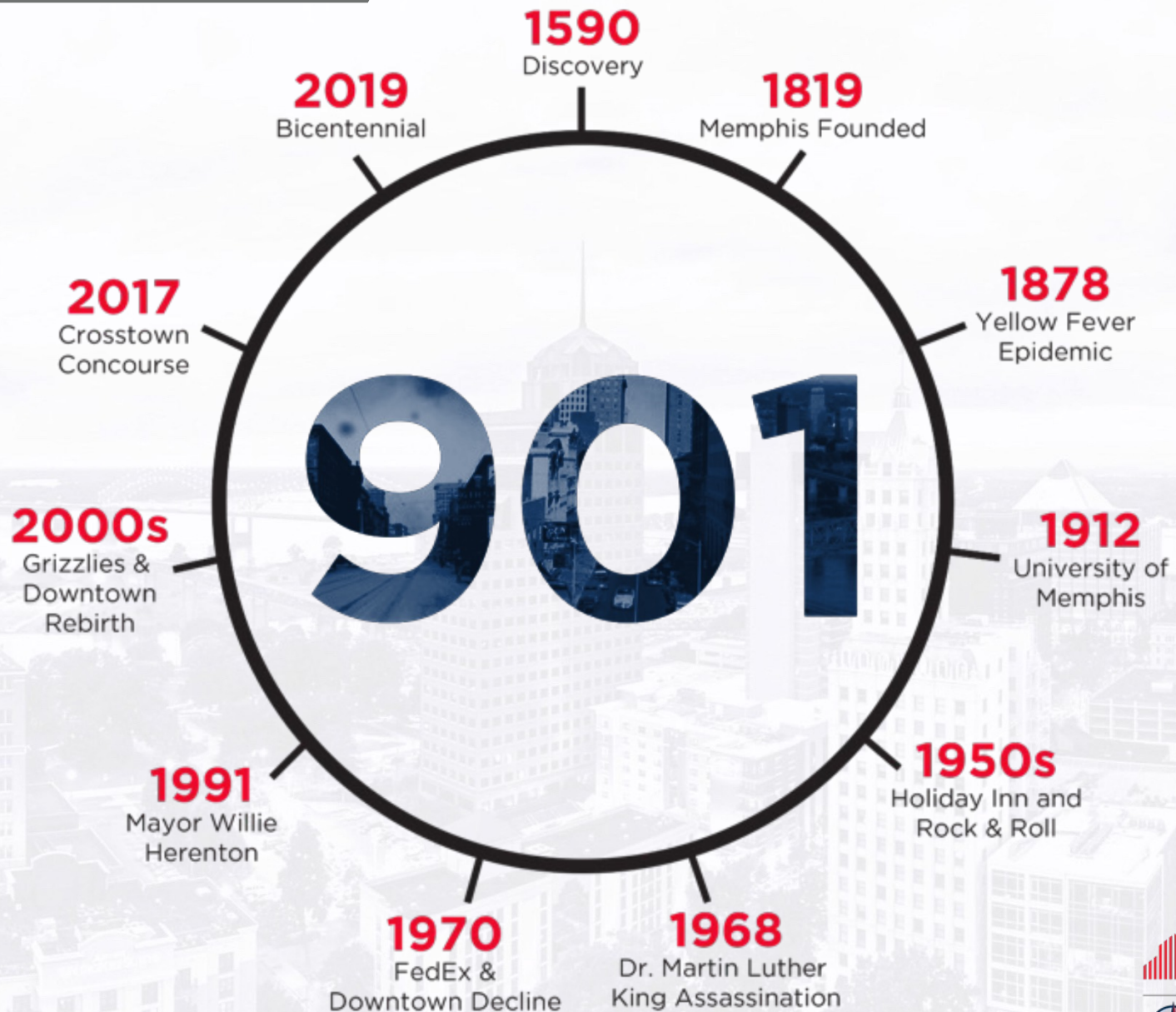
MEMPHIS

“But seek the welfare of the city where I have sent you into exile, and pray to the Lord on its behalf, for in its welfare you will find your welfare.”

Jeremiah 29:7 ESV



Memphis History



Diverse Community



Left to right (seated) Lyman D. Aldrich, Jeanne C. Arthur, Mose Yvonne Hooks, Tom Hutton Jr., Richard T. D. Bethea, Harold Shaw, Sr., Philip H. Strubing, III, Jeannette King, Sandra H. Burke. Back row (standing left to right) William S. Carpenter, Jr., Michael F. Pleasants, George H. Brown, Jr., C. Tiffany Bingham, Jr. Not pictured: Robin Davis, Rodney Baber, Jr.

Diverse Community



Fun Facts About our City

#1 Logistics Leader with the Largest Cargo Airport in the World

Memphis is the 7th best city to start a business in the US. The availability of resources, attractive corporate taxes, labor costs, industry variety, and the affordability of office space per square foot play major roles in making Memphis a hot start-up destination.

Rated as one of the ten best cities for startups

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Has one of the lowest costs of living in the U.S.

The housing expenses in Memphis are 34% lower than the national average and transportation expenses like bus fares and gas prices are 11% lower than the national average.

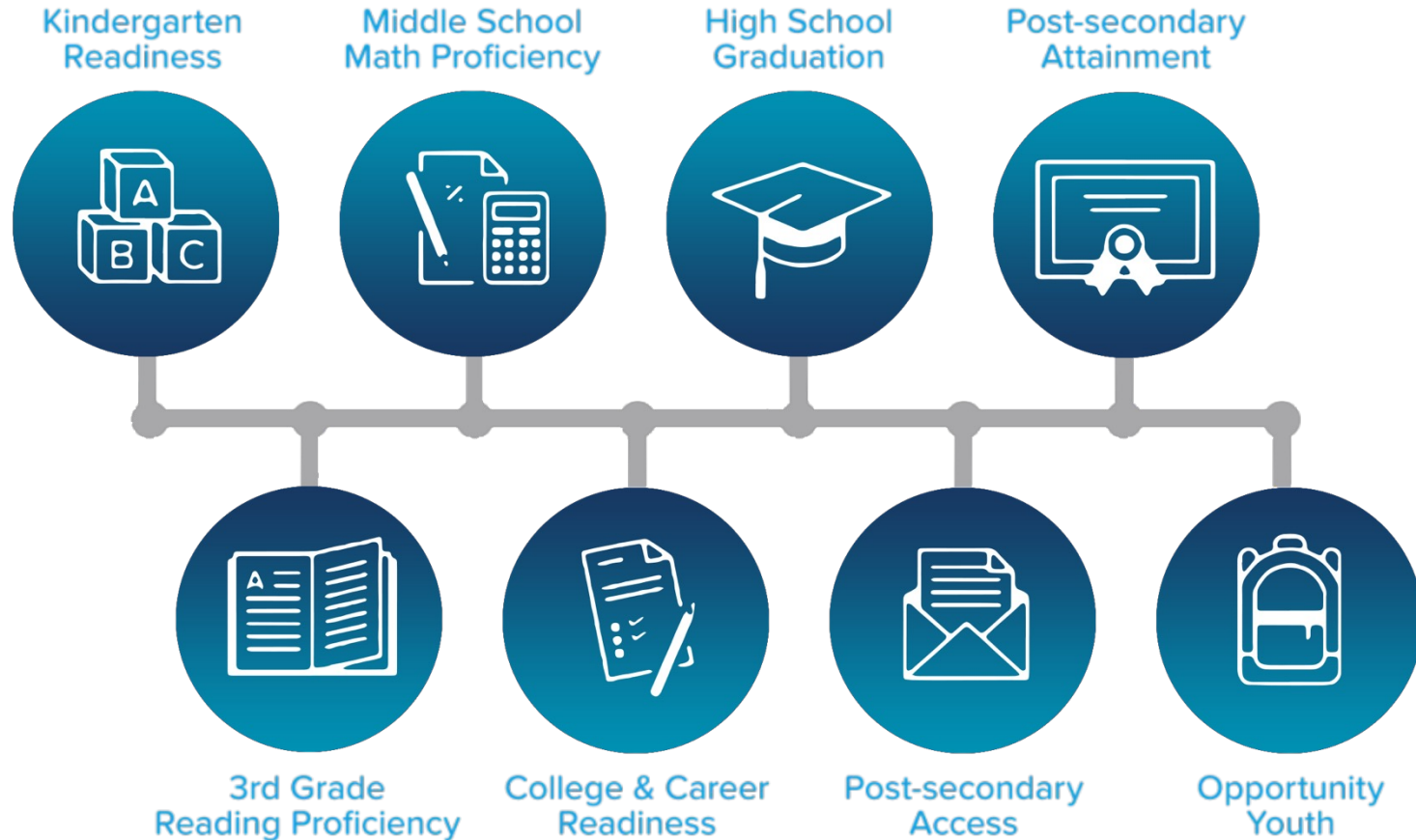
One of the most affordable Cities to Live in 2022

Still considered one of the most affordable cities to live in.



MEMPHIS

sources:
Business Facilities Magazine
moverjunction.com
extraspace.com



seeding success

Seeding Success, f/k/a PeopleFirst Partnership, is an unprecedented collaboration of business, government, academic and civic leaders dedicated to strengthening Memphis and Shelby County's cradle-to-career pipeline.

Economic Development

World Class Infrastructure

RUNWAY



#1 Largest
Cargo Airport
in the world

ROAD



#3 Busiest
Trucking
Corridor in the
U.S.

RAIL



#3 Largest
Rail Center with
5 Class 1
Railroads

RIVER



#3 Largest
Inland Port
in the U.S.

Agribusiness



BIO-MED



Emerging Industry/Agribusiness

Evanoff: Is Memphis the next California for farming? Conservationists want to find out

Ted Evanoff, Memphis Commercial Appeal

Published 5:00 a.m. CT July 17, 2019

Turning Delta land planted in cotton since the 1840s into celery fields sounds like science fiction. But ag researchers want to know if the land around Memphis could become farming's next California.



commercial appeal
PART OF THE USA TODAY NETWORK

THE MEMPHIS HIGHLIGHTS



No state
income tax



Abundant, high
quality water
supply



Largest cargo
airport in the
world



Home to
the FedEx
World Hub



Busiest trucking
corridor in
the US



AgLaunch
Accelerating Agri-Tech Innovation

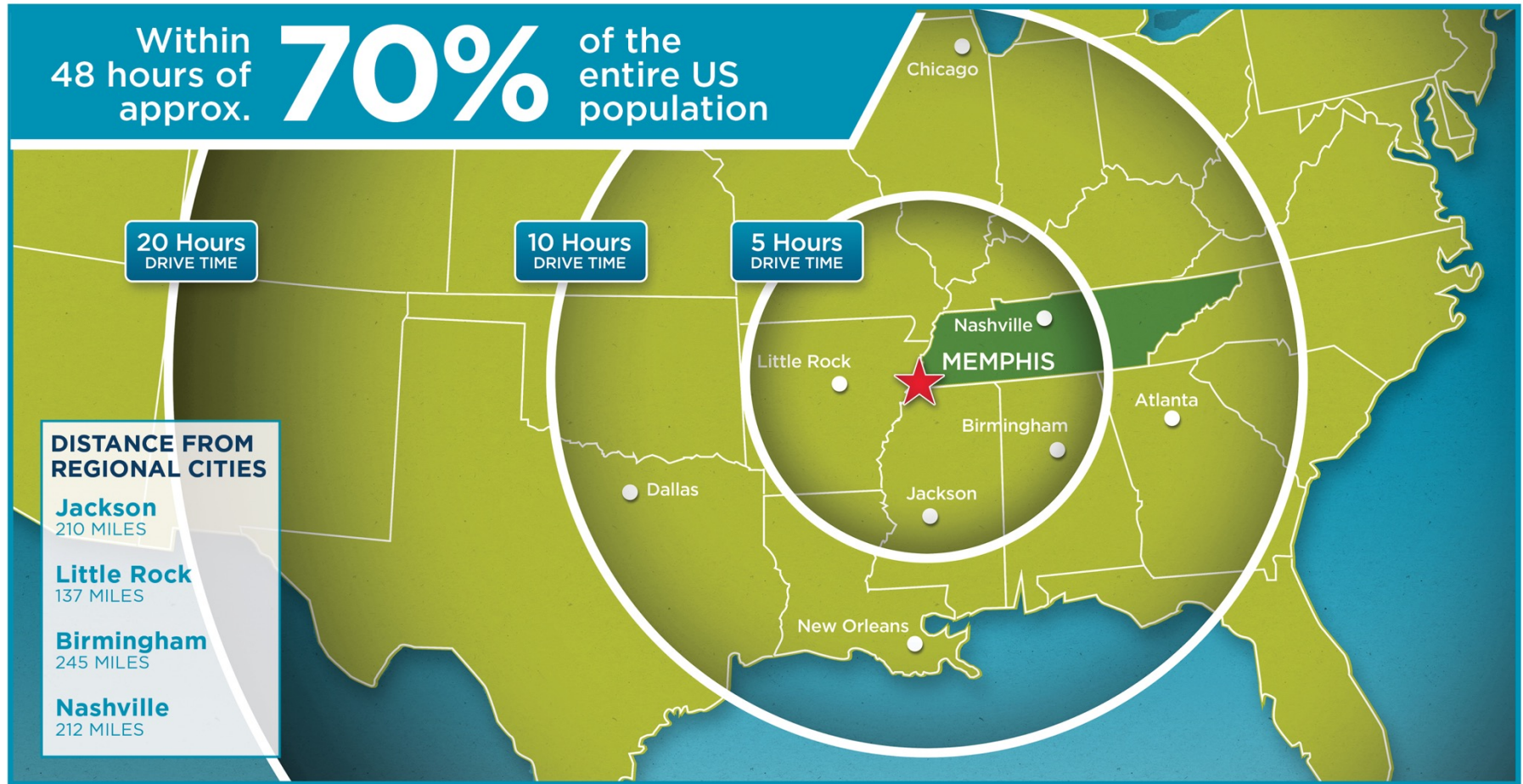


Agricenter
International



The African Seed Company

Transportation, Distribution & Logistics



1st

Largest
Cargo
Airport
in the world



3rd

Busiest
Trucking
Corridor in
the U.S.



5

Class 1
Railroads



3rd

Largest
Inland
Port in
the U.S.

\$1.5B FedEx Hub Modernization & Expansion & \$216M UPS Hub Expansion
is being done around the Memphis International Airport

Location Driving Success



FedEx



INTERNATIONAL  PAPER



TERMINIX



Hunter **TRUGREEN**  **smith&nephew**

Excelling in the “Four R’s” of distribution infrastructure;
“River, Rail, Road & Runway”

- Located in the middle part of the country
- Mississippi River – 5th Largest U.S. Inland Port
- I-40 connecting West Coast to East Coast
- I-69 connecting Canada to Mexico
- Five Class I Railroads – One of only four cities
- #1 busiest cargo airport in the World
- FedEx World Headquarters
- Major Hub for UPS and USPS
- 271 million square feet of industrial space

FORD'S BLUE OVAL CITY

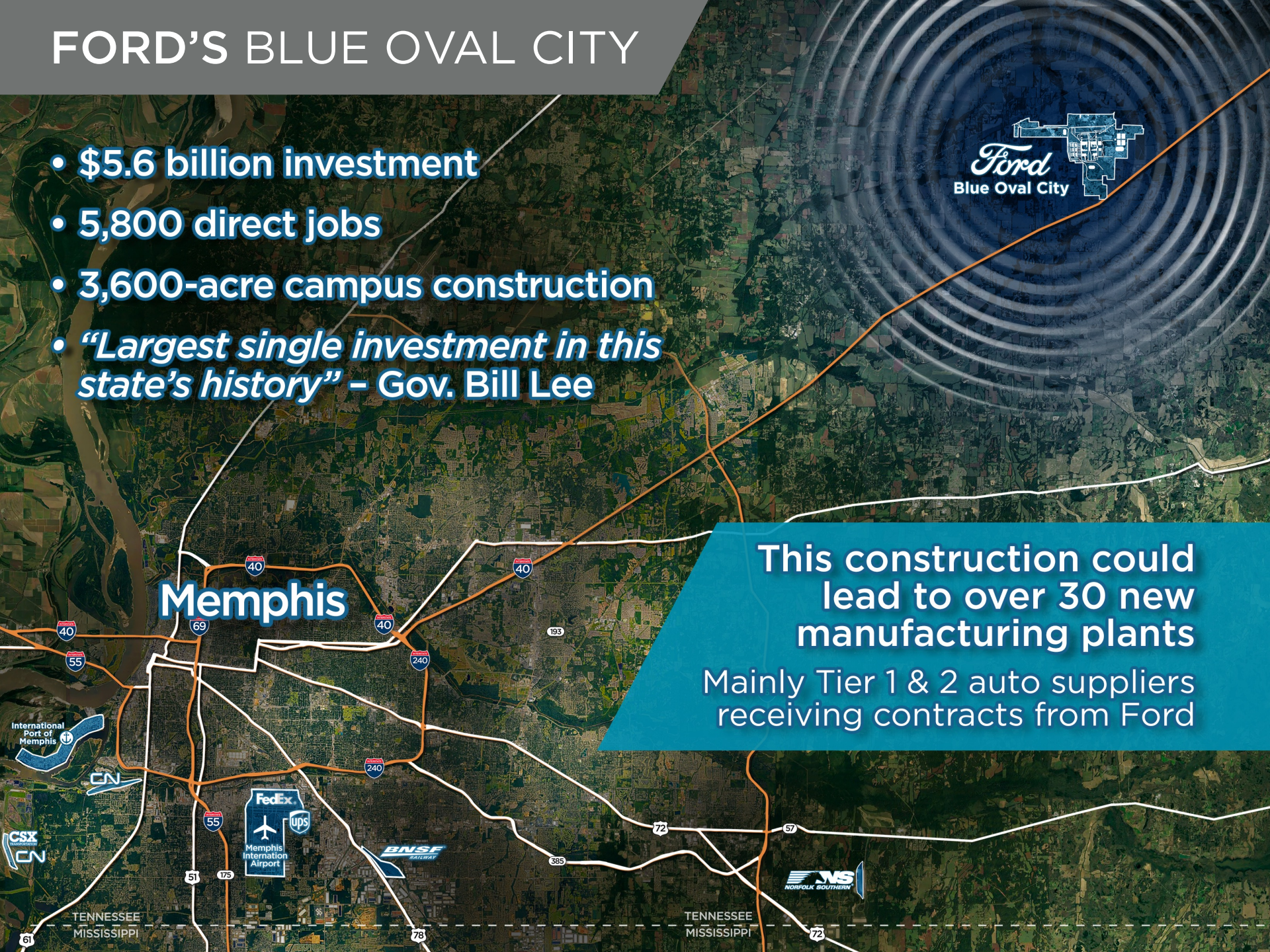
- \$5.6 billion investment
- 5,800 direct jobs
- 3,600-acre campus construction
- *“Largest single investment in this state’s history”* – Gov. Bill Lee



Memphis

This construction could lead to over 30 new manufacturing plants

Mainly Tier 1 & 2 auto suppliers receiving contracts from Ford



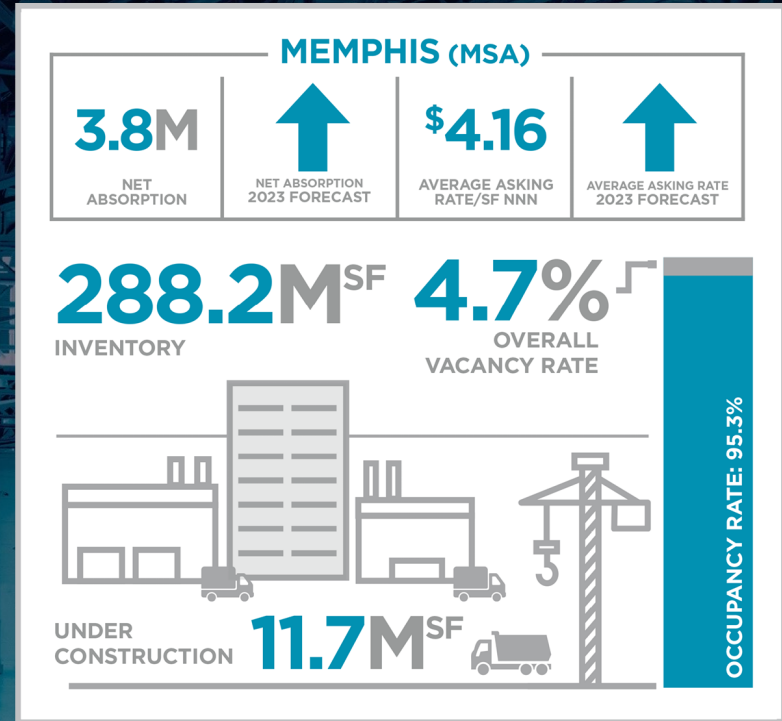
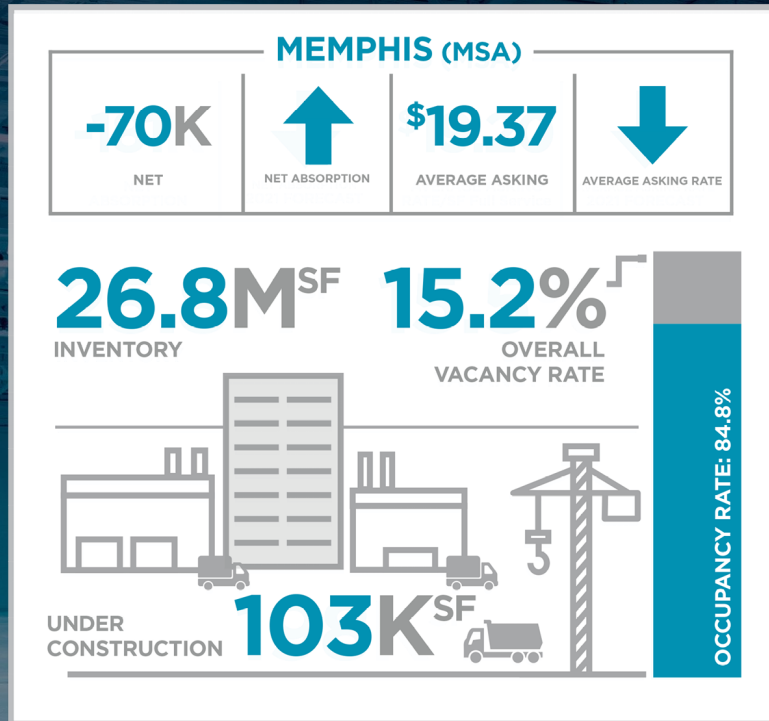
Real Estate Market Overview

Q2 2022

OFFICE MEMPHIS MARKET

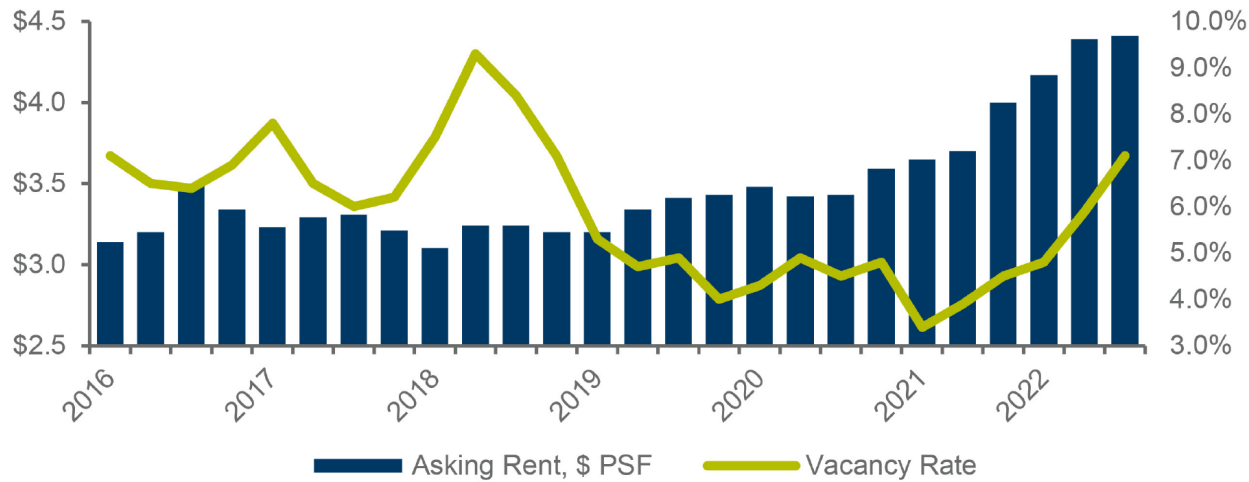
Q2 2022

INDUSTRIAL MEMPHIS MARKET

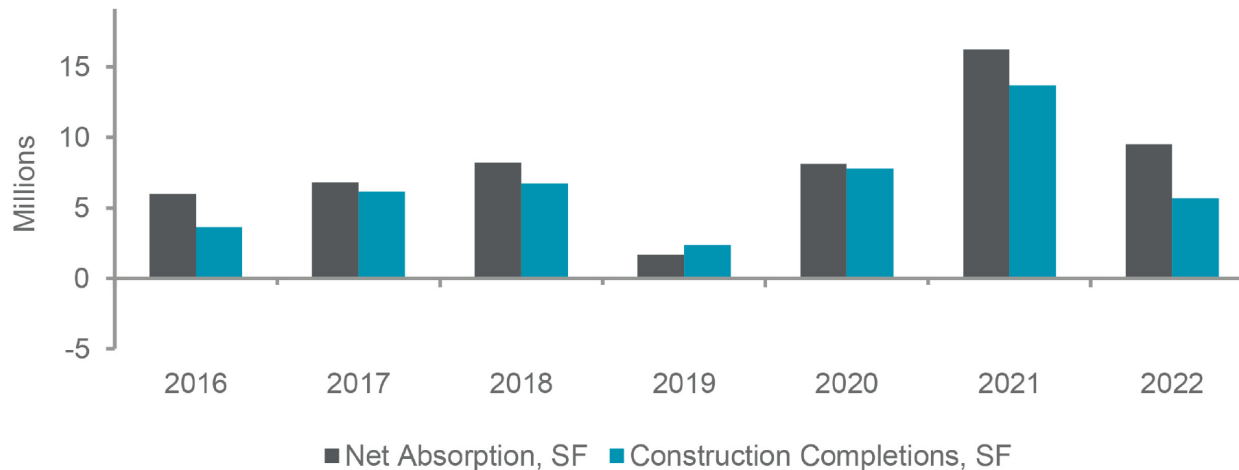


Memphis Industrial Market

CLASS A OVERALL VACANCY & ASKING RENT



SPACE DEMAND / DELIVERIES



Downtown Development

Source:  **DOWNTOWN
MEMPHIS**
POWERED BY THE DOWNTOWN MEMPHIS COMMISSION



Award-winner

CROSSLTOWN
CONCOURSE

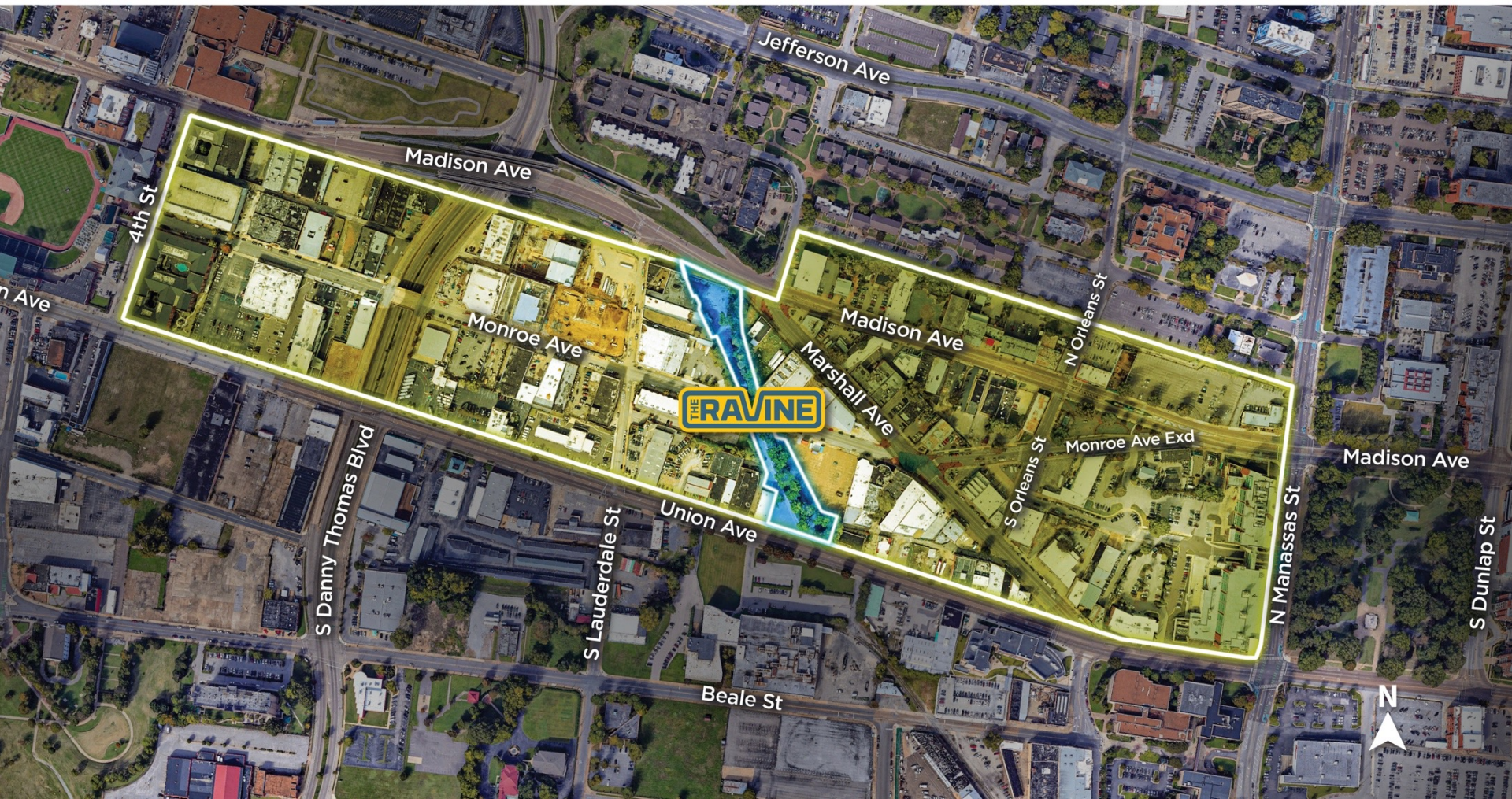


The Edge District Redevelopment

THE EDGE DISTRICT

The Edge District is home to many businesses, including the following and more:

- Sun Studio
- High Cotton Brewery
- PKM Architects
- Holliday Flowers
- Edge Alley
- LEO Events
- Sunrise Memphis
- The Edge Coffee Co.
- Slice of Soul Pizza Lounge
- Mutt Island Dog Daycare



The Ravine Redevelopment



Additional projects are also planned for the Edge District. The Ravine is located on the overgrown, abandoned space between Madison and Union but will soon become a \$1 million project that will include a community-led greenspace with a park. There are also plans for a plaza for outdoor shows or yoga classes. The building next to The Ravine at 435 Madison, at the corner of Lauderdale Street, will undergo a \$3 million renovation to become Memphis Made Brewery's newest taproom.

Entrepreneurial Ecosystem



Emerging Leadership

Who do you have relationships with?



CHAIRMAN'S CIRCLE

Making Memphis Great.



Bringing Leadership Together



NEW MEMPHIS
INSTITUTE



Bringing Memphians Together

NEXUS

A Proven Experience in Leadership



Emerging City Leadership

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*Is it **Your** Memphis*



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