

Dear Larry,

### Spec Building Pays Off for Jackson County, Alabama

We love seeing the communities we work with excel. Jackson County, Alabama, located in the northeastern portion of the state, continues to define "Success in Economic Development."

So, you may ask, what makes this community thrive? It is Agracel's belief that the Jackson County Economic Development Authority (JCEDA) and the Scottsboro Industrial Development Board's foresight and fearless attitude have put them on the map. Success does not come without risk. It takes a tremendous amount of courage and capital to build a speculative building, and this community built two!

Over the past several years, the facilities have served as incredible marketing tools to lure businesses to the area. In today's environment many companies prefer to look for a "make-ready" site instead of starting from scratch. According to Dus Rogers, President of the JCEDA, "KTNA and Manroy U.S.A. located locally because of the attraction of the area's spec buildings. Though the spec building(s) did not work for them, KTNA and Manroy found other options and still located their businesses in Jackson County."

After several years without tenants, Spec Building 1 is finally going to prove its worth. The Tennessee Valley Authority (TVA) has announced they will locate a new training facility in the 36,000 sf spec building. They purchased the building and 13.5 acres of land. "The only reason we are here is because the building is up and ready," TVA Senior Transition Manager Greg Haddon stated. TVA plans to finish the building by fall. The company is expected to employ between 12-50 people to operate the facility. As many as 250 TVA employees may be training at the site at any one time.

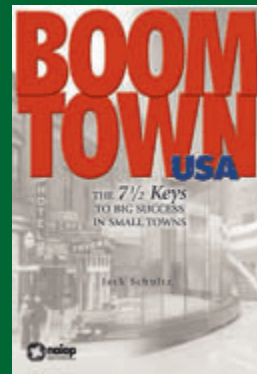
Congratulations to the Jackson County Economic Development Authority and the Scottsboro Industrial Development Board on successfully marketing your spec buildings.

### Jack's Tweets

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### Featuring this week...



48,000sf

Effingham, IL

For more information, contact [Dean Bingham](#) via email or call 217.342.4443.

Jack Schultz is the CEO of Agracel Inc., an industrial development firm majoring in rural America, and author of *Boomtown USA - The 7 1/2 Keys to Big Success in Small Towns*.

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