

EXCLUSIVE OFFERING  
UNION CITY BUSINESS CENTER

Hartsfield-Jackson  
Atlanta International Airport



S FULTON PKWY

ROOSEVELT HWY

Subject Site

192-ACRE DEVELOPMENT OPPORTUNITY  
UNION CITY, FULTON COUNTY | GEORGIA

Ackerman & Co.

**PIONEER**  
LAND GROUP



192.23 Acres | Dodson Road | Fulton County, Georgia



**Hartsfield-Jackson  
Atlanta International Airport**

## Disclosure / Confidentiality Statement

The material contained in this Offering Memorandum is confidential, furnished solely for the purpose of considering the acquisition of Union City Business Center, an assemblage of 192.23 Acres on Dodson Road in Fulton County, Georgia ("Property"), and is not to be used for any other purpose or made available to any other person without the express written consent of Ackerman & Co. and Pioneer Land Group. ("Broker") and the Owner ("Owner"). This Offering Memorandum was prepared by Broker, and the information contained herein has been obtained from sources that Broker deems to be reliable, and Broker has no reason to doubt its accuracy. However, neither Owner, its affiliates, officers, directors or employees, nor the Broker, nor any other party, make any warranty or representation, expressed or implied, as to the accuracy or completeness of the information contained herein, including but not limited to financial information and projections, and any engineering and environmental information and any downloadable files. Prospective purchasers should make their own investigations, projections, and conclusions. It is expected that prospective purchasers will conduct their own independent due diligence concerning the Property, including such engineering inspections as they deem necessary to determine the condition of the Property. Prospective purchasers may want to investigate subsurface conditions as it is rumored that non organic materials may have been placed on a small area of the site. Ackerman and Co. and Pioneer Land Group represent the Owner in this transaction and makes no representations, expressed or implied, as to the foregoing matters.

This Offering Memorandum is exclusively presented by the Broker. For additional information or to schedule a property tour, please contact:

### JOHN SPEROS

Senior Vice President

Ackerman & Co.

Direct: 770.913.3910

Mobile: 404.578.7033

Email: [jsperos@ackermanco.net](mailto:jsperos@ackermanco.net)

### KYLE GABLE

Broker

Pioneer Land Group

Direct: 770.225.0718

Mobile: 404.867.3332

Email: [kgable@pioneerlandga.com](mailto:kgable@pioneerlandga.com)

### WILL GOFF

Associate, Brokerage

Ackerman & Co.

Direct: 770.913.3957

Mobile: 404.723.3379

Email: [wgoff@ackermanco.net](mailto:wgoff@ackermanco.net)

### J.T. SPEROS

Associate, Brokerage

Ackerman & Co.

Direct: 770.913.3949

Mobile: 404.775.3919

Email: [jtsperos@ackermanco.net](mailto:jtsperos@ackermanco.net)

# table of contents

- 01. THE OPPORTUNITY
- 02. THE PROPERTY
- 03. THE MARKET

- 04. THE PROCESS AND SUPPORT INFORMATION
  - Dodson Road KMZ File
  - Topography
  - Surveys



## the opportunity

Ackerman & Co. and Pioneer Land Group exclusively present Union City Business Center, an assemblage of 192.23 acres of land on Dodson Road in Union City, Fulton County, Georgia (the “Property”). From a strategic perspective, the Property offers a unique opportunity to meet the demand for industrial and business users in the South Atlanta industrial submarket which currently has a vacancy rate of 9.3%.

The property offers:

- Excellent access to Interstates 85 and 285 via Roosevelt Highway to South Fulton Parkway. Additional access to Interstate 85 South via Roosevelt Highway to Westbrook Road.
- Ideal proximity for a fulfillment center due to the Property’s location to the region’s demographic base.
- Conveniently located approximately 5 miles from Hartsfield-Jackson Atlanta International Airport, the world’s busiest airport employing more than 63,000 people.
- Strong market conditions for industrial development. The South Atlanta submarket contains 183.4 million square feet of industrial space in 1,439 buildings and a 9.3% vacancy.
- Extensive frontage on the CSX railroad line with the opportunity to provide rail service.
- CSX has plans to expand their intermodal facility by 300 acres just south of Union City Business Center, further increasing the demand for distribution space in the immediate area.
- All utilities are available in the area.

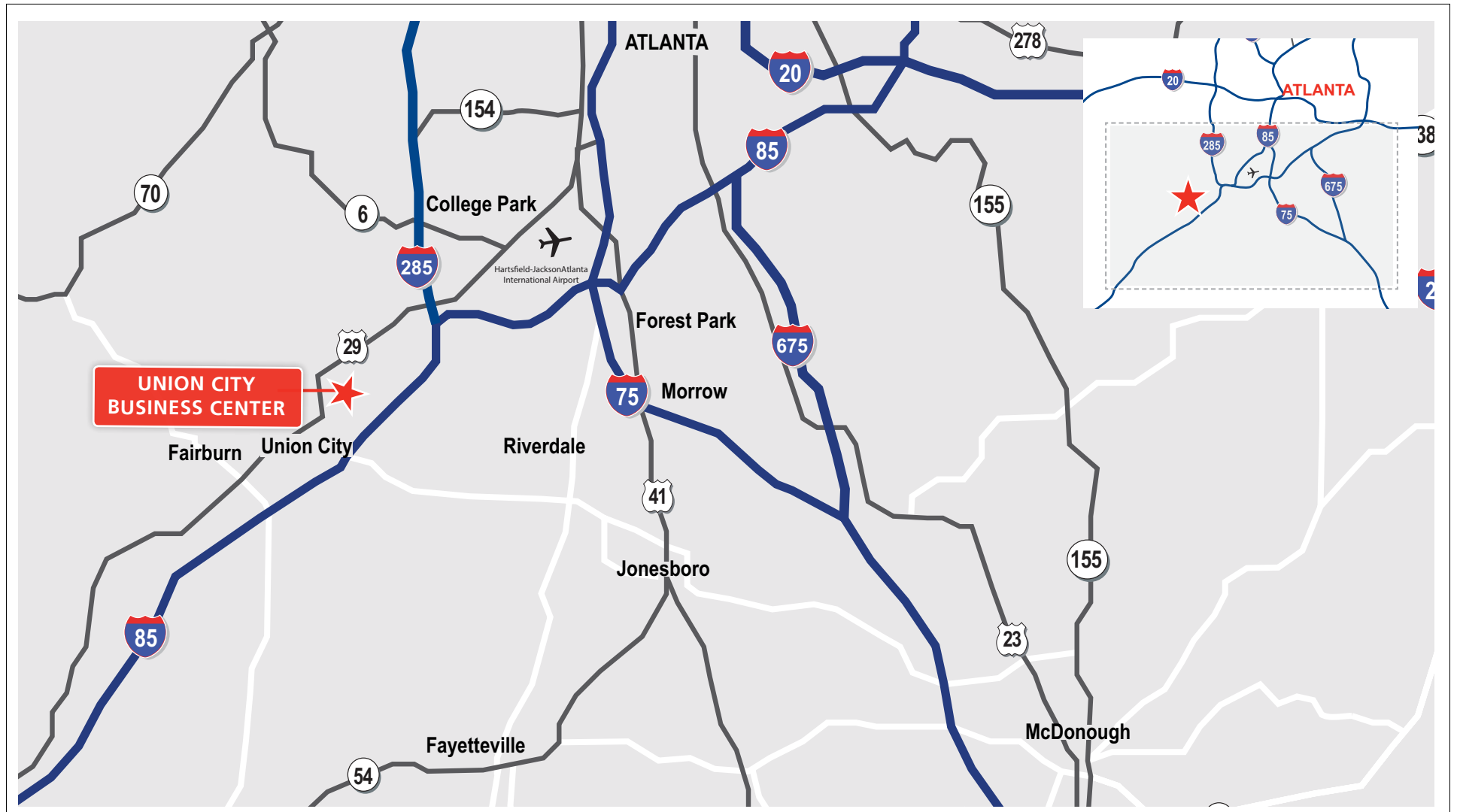


The balance of this Offering Memorandum provides additional information on the Union City Business Center and the market.

# the property

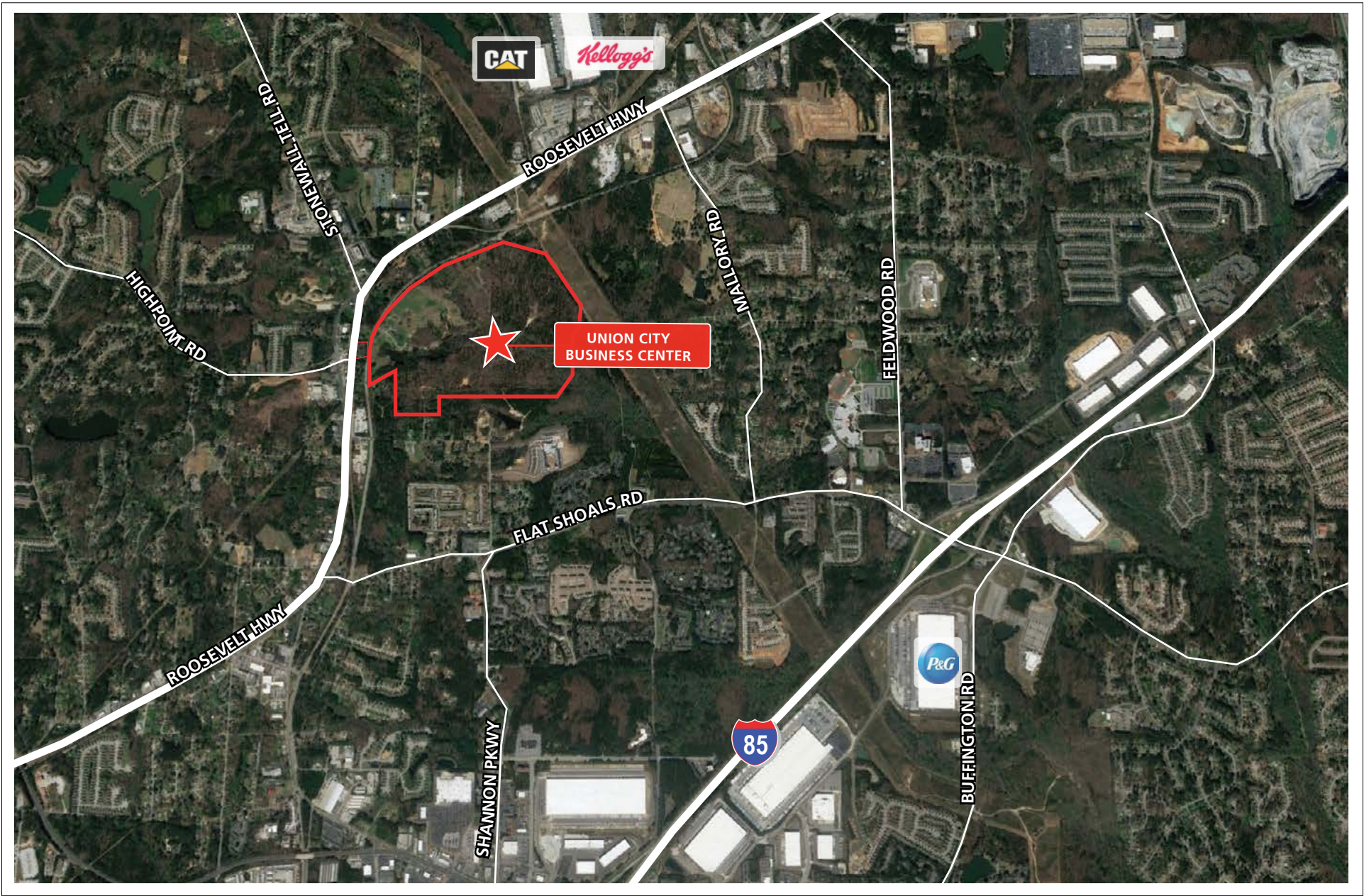
## Location

Union City Business Center is located just south of Roosevelt Highway (US Highway 29) where Stonewall Tell Road intersects Roosevelt Highway. It is approximately 2 miles from the Interstate 85/Flat Shoals Road interchange and approximately 2.3 miles to South Fulton Parkway.





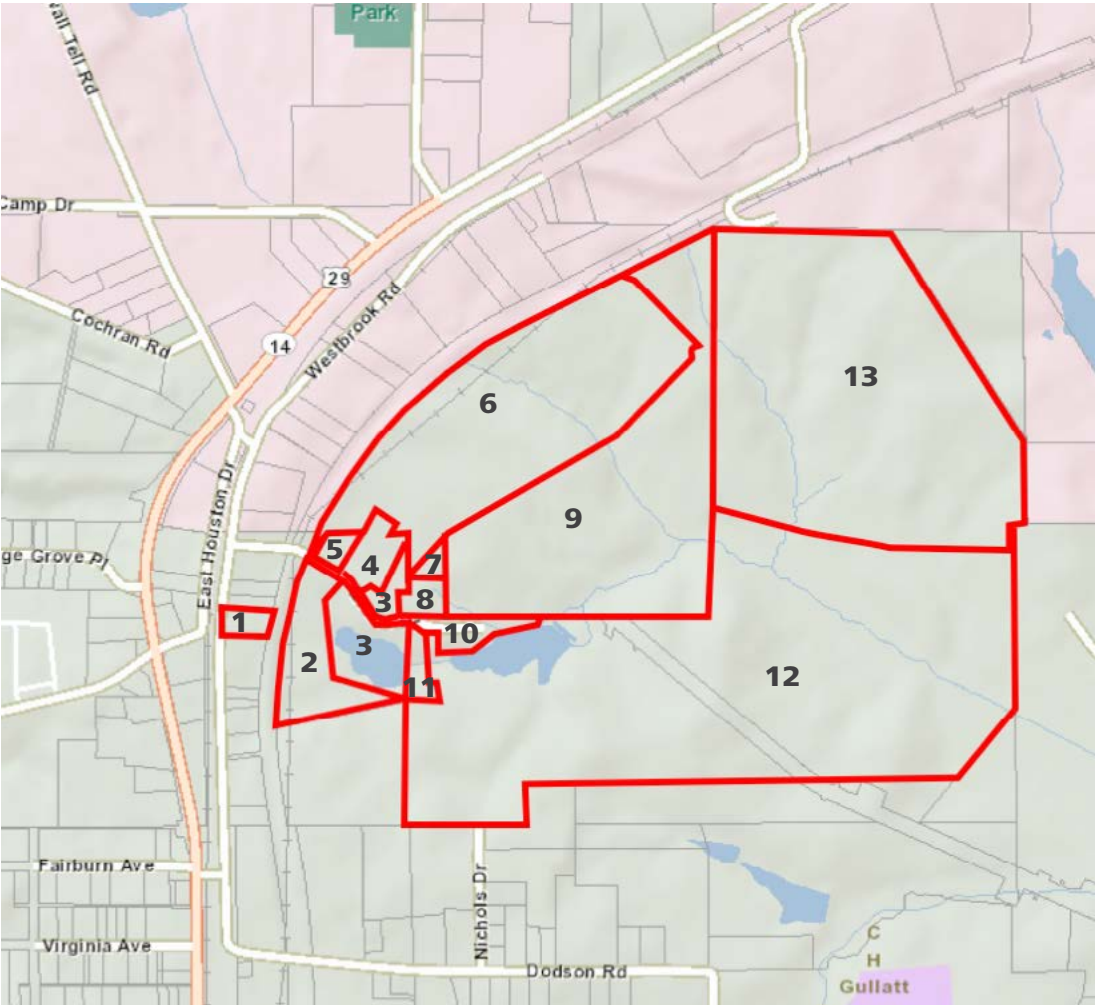
Low Altitude Aerial





Size

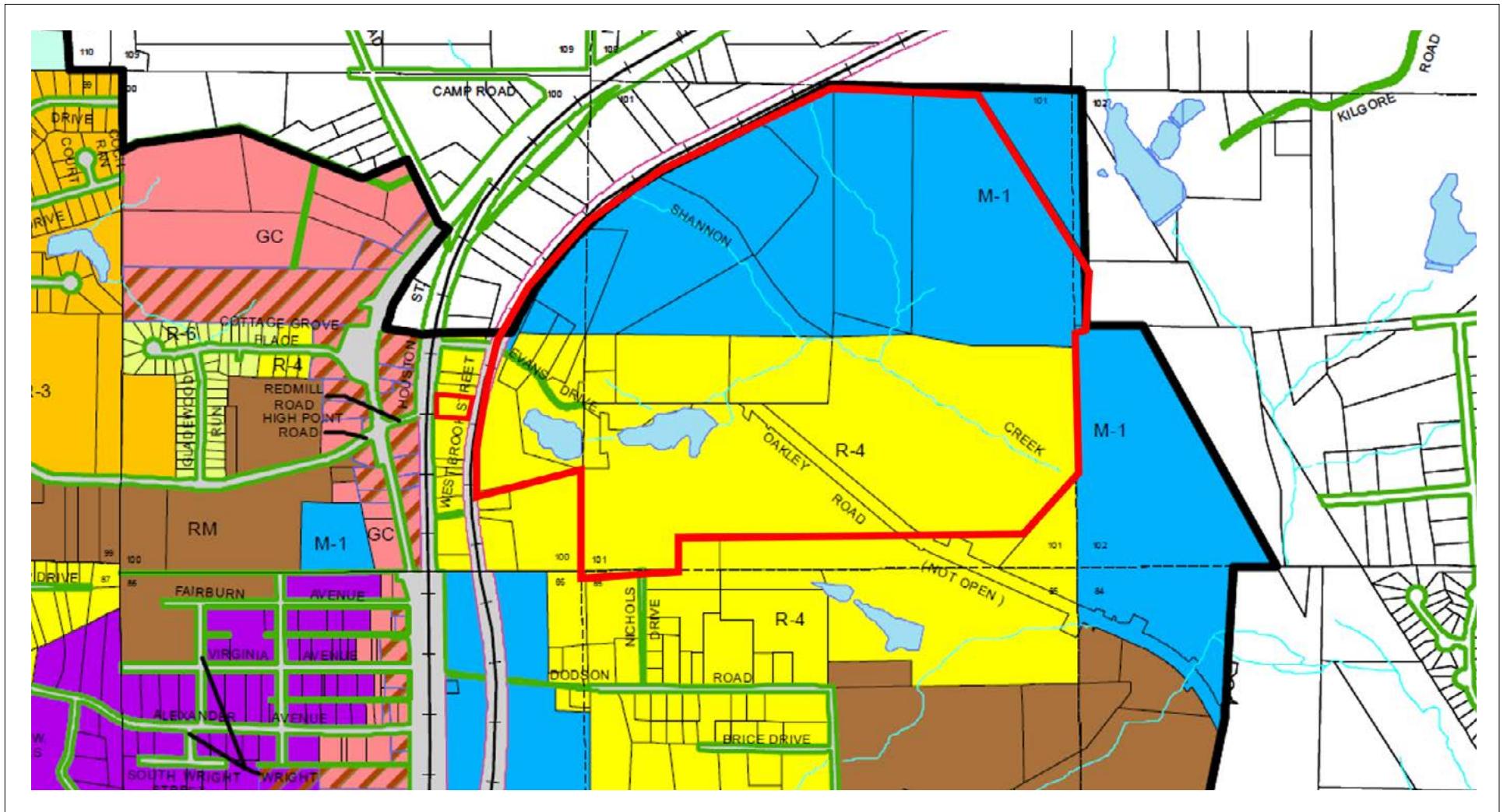
Union City Business Center consists of 13 separate parcels totaling approximately 192.23 acres as shown below. Please note that the acreages for parcels 1-11 were obtained from public information and no surveys have been prepared. Parcels 12 and 13 have surveys and the links to the surveys are available in the Process and Support Information section of this offering memorandum.



	PARCEL ID	ACREAGE
1.	09F-2215-0100-020-9	0.74
2.	09F-2202-0100-030-3	5.31
3.	09F-2202-0100-110-3	4.70
4.	09F-2202-0100-098-0	2.20
5.	09F-2202-0100-102-0	0.40
6.	09F-2302-0101-032-7	28.12
7.	09F-2302-0101-026-9	0.45
8.	09F-2302-0101-022-8	1.00
9.	09F-2302-0101-028-5	29.63
10.	09F-2302-0101-019-4	1.00
11.	09F-2302-0101-010-3	0.90
12.	09F-2302-0101-018-6	70.26
13.	09F-2302-0101-032-7	47.52
	TOTAL ACREAGE	192.23

## Zoning

Union City Business Center is currently zoned R-4 (Single Family Residential) and M-1 (Light Industrial). The Property will be sold subject to rezoning all or part of the Property to a zoning classification(s) that allows for the intended development.



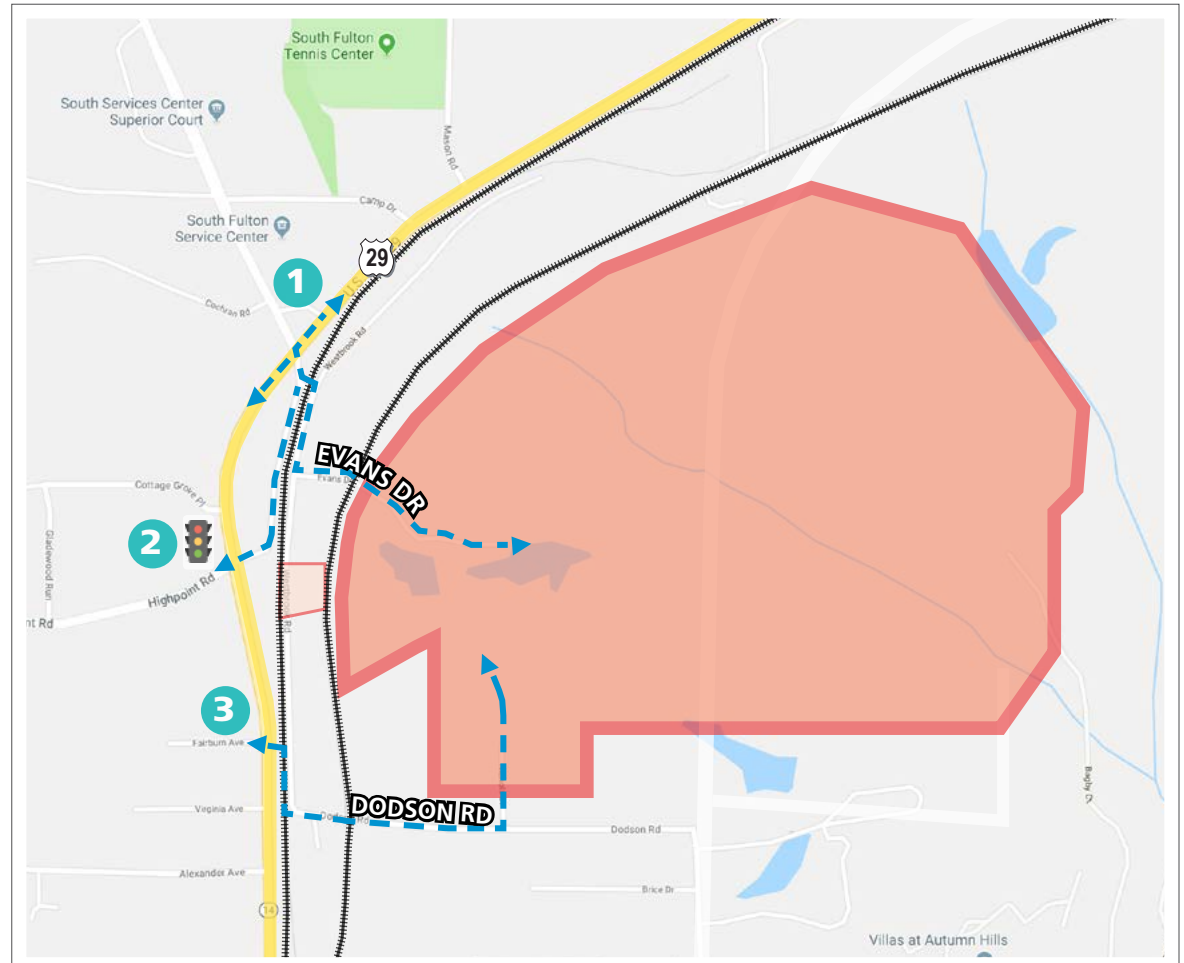


## Vehicular Access

Union City Business Center currently has 3 points of access to Roosevelt Highway (US Highway 29):

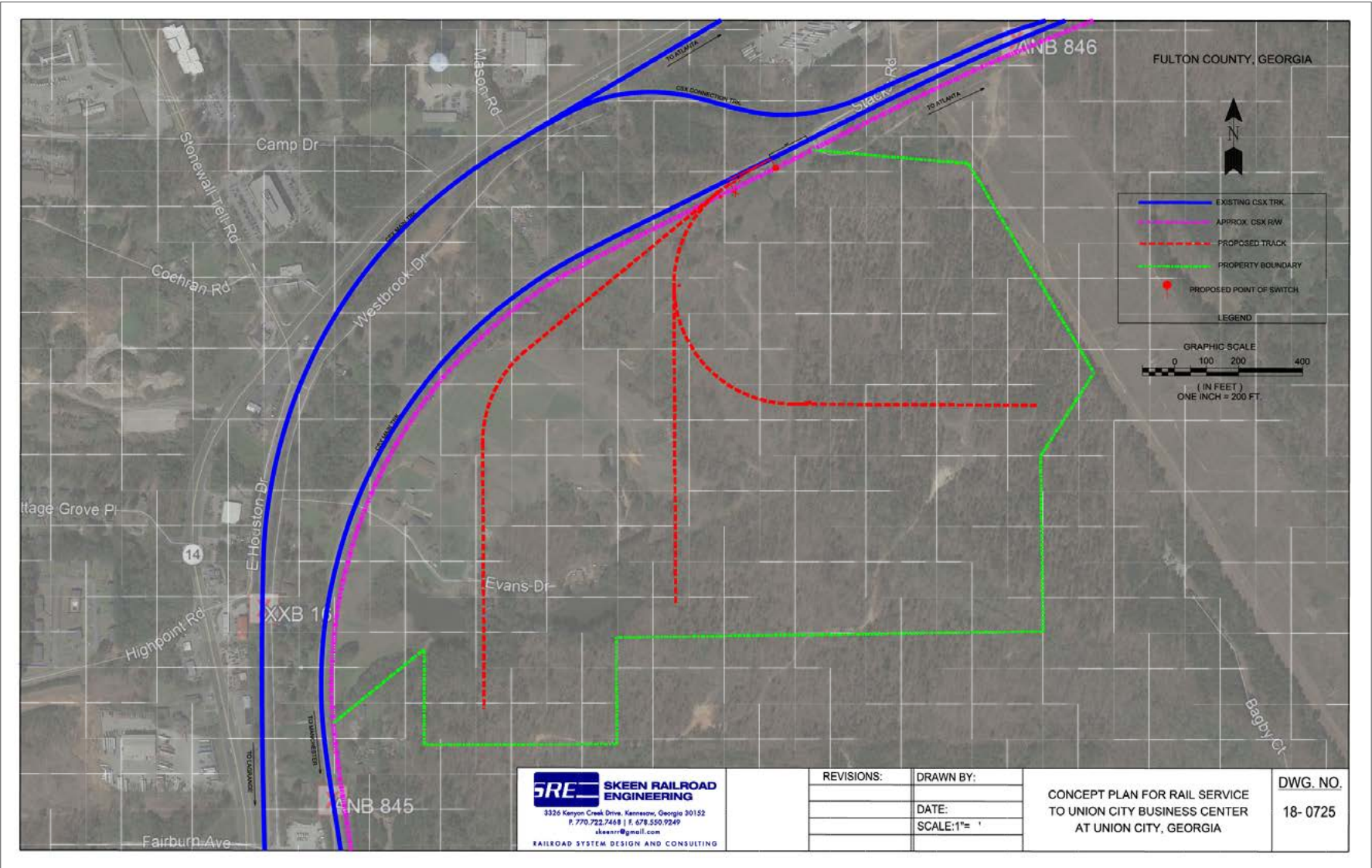
1. Via Westbrook Road to Stonewall Tell Road
2. Via Westbrook Road to Stonewall Tell Road to Houston Street to Highpoint (signalized)
3. Via Dodson Road to Westbrook Road

Based on the overall development plan, the access could potentially be modified.



Conceptual Rail Access

In cooperation with CSX, Skeen Railroad Engineering has prepared a conceptual rail access plan as shown below.





Development Potential

While no formal engineering has been done on the Property, a preliminary sketch shows that the site could easily support 1.45 million square feet in 3 buildings.

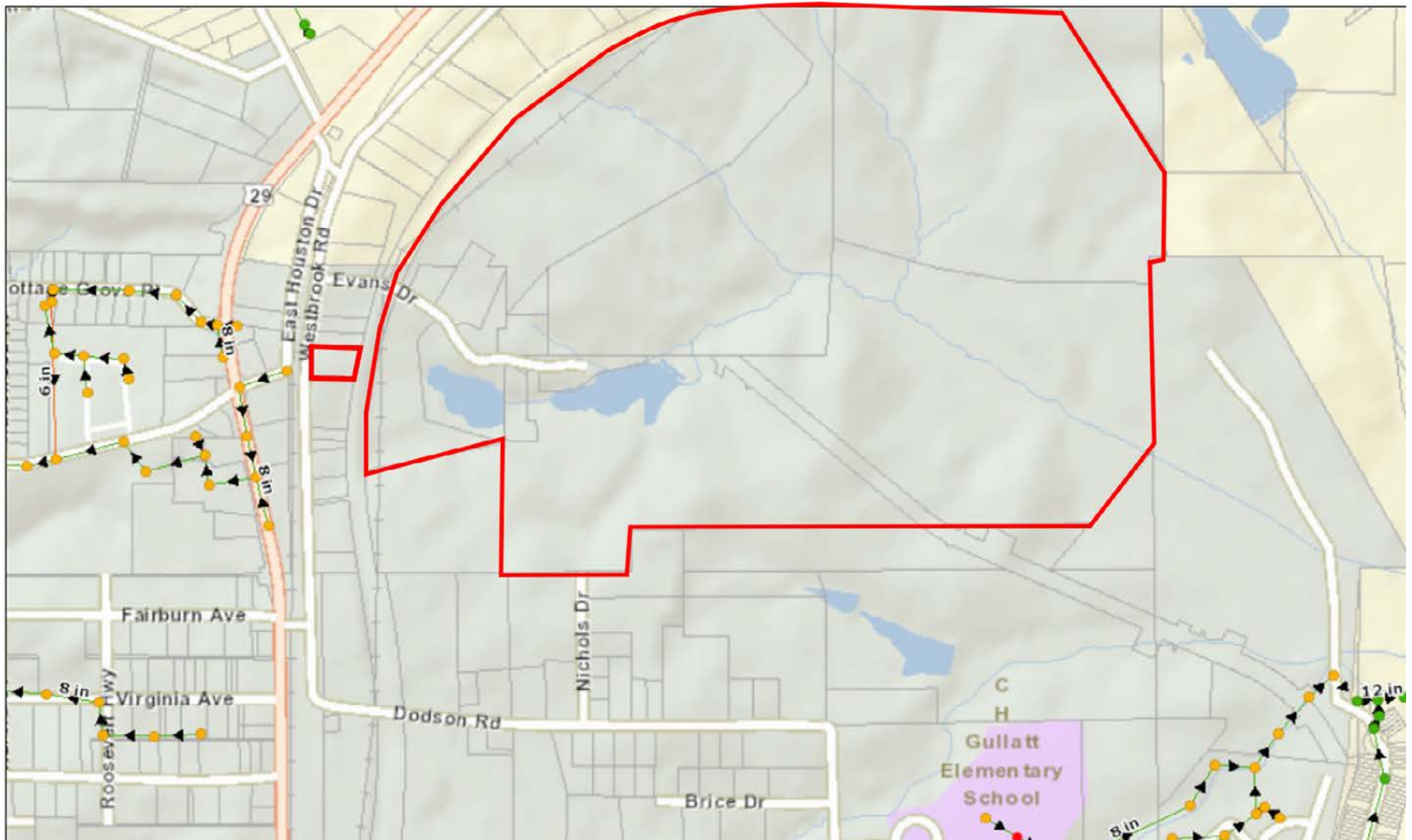
Building 100	500,000	SF
Building 200	550,000	SF
Building 300	400,000	SF
Total	1,450,000	SF

There are other areas on the Property that could be used for development of smaller buildings.



## Sewer

Sewer will gravity flow to the south and east as shown below. Easements will be required to access the sewer system.





# the market

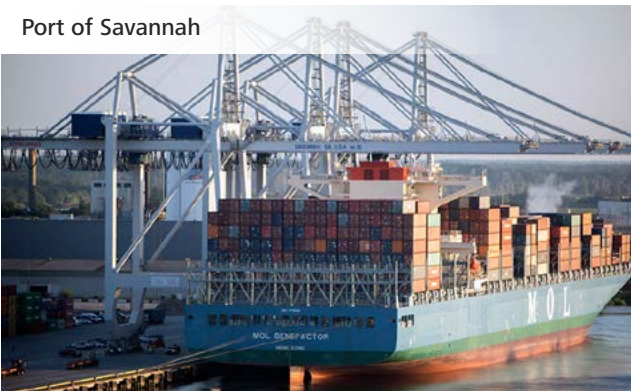
## The State of Georgia

The state of Georgia currently has 1,249 miles of interstates, 5,000 miles of rail lines and a major sea port located in Savannah. Because of these transportation benefits, Georgia is home to dozens of Fortune 500 companies specializing in the distribution and manufacturing of various kinds of products and goods.

## Metro Atlanta

The Atlanta metro area consists of 28 counties and is home to 5.7 million people and more than 150,000 businesses. Hartsfield-Jackson International Airport is one of the world's leading airports in the number of flights both nationally and internationally. Rail companies CSX and Norfolk Southern Railroad have intermodal terminals in the area. With Atlanta's location and interstate system, a one-day drive time can reach 35.6 million people and a two-day drive can reach 228.6 million people.

Atlanta is widely considered one of the top five industrial markets in the United States. There are approximately 683 million square feet of industrial properties in the city and surrounding area.

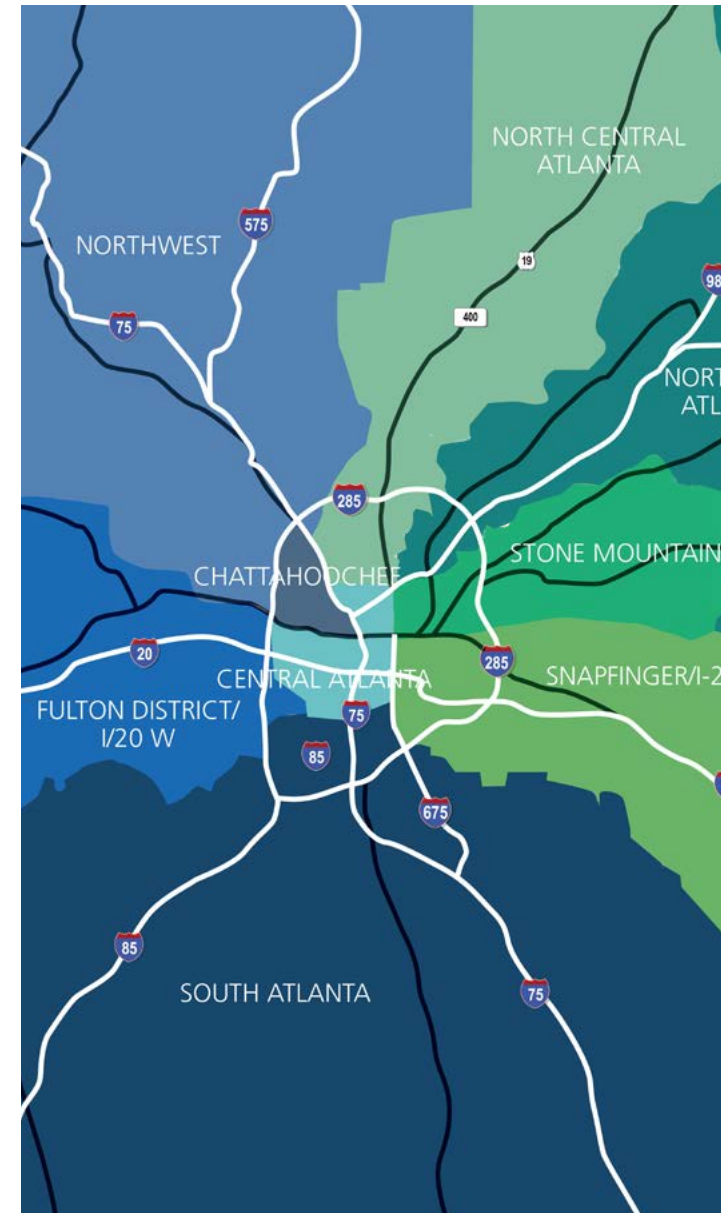


## South Atlanta Industrial Submarket

Of the nine industrial submarkets in metro Atlanta, the South Atlanta submarket has the most existing square footage at 183,374,636. South Atlanta also has more space under construction, more year-to-date new deliveries and more year-to-date absorption than any other submarket. Although the vacancy rate is higher than the other submarkets, much of that is due to the vast size of the South Atlanta submarket.

Below is the CoStar data for the metro Atlanta industrial submarkets through 1Q18:

SUBMARKET	EXISTING SF	VACANCY RATE	YTD ABSORPTION	SPACE UNDER CONST	YTD NEW DELIVERIES
Central Atlanta	13,130,816	5.1%	(19,209)	80,000	-
Chattahoochee	19,965,473	3.1%	(207,470)	24,740	-
Fulton Ind./I-20 W	100,894,870	6.2%	474,369	2,619,995	-
North Central Atlanta	27,417,387	5.3%	102,857	-	-
Northeast/I-85	146,410,128	6.0%	39,769	148,954	653,602
Northwest/I-75	70,560,127	3.9%	591,188	360,500	19,079
Snapfinger/I-20 E	46,217,145	3.9%	(317,097)	-	480,000
South Atlanta	183,374,636	9.3%	2,480,989	9,223,858	4,408,273
Stone Mountain	25,589,356	7.0%	76,119	189,690	-





# the process and support information

The land for Union City Business Center is in two sets of parcels as shown on the chart to the right. Interested parties should submit proposals in the form of a proposed term sheet that includes the following information:

- Parcels desired
- Price
- Earnest money
- Due diligence period
- Closing period
- Contingencies

**We are available to discuss the project and address any questions at your convenience.**

Below are links to the Support Information documents which can be downloaded. Some of the files may not be compatible with mobile devices and will need to be downloaded on a desktop.

- [Google KMZ](#)
- [Topography](#)
- [Surveys](#)

To view all downloadable documents in one folder [click HERE](#).

PARCEL ID	ACREAGE
09F-2302-0101-018-6	70.26
09F-2302-0101-032-7	47.52
<b>Total Acres</b>	<b>117.78</b>
<b>Offering Price Per Acre</b>	<b>\$68,000</b>
<b>Total Offering Price</b>	<b>\$8,009,040</b>

PARCEL ID	ACREAGE
09F-2215-0100-020-9	0.74
09F-2202-0100-030-3	5.31
09F-2202-0100-110-3	4.70
09F-2202-0100-098-0	2.20
09F-2202-0100-102-0	0.40
09F-2302-0101-032-7	28.12
09F-2302-0101-026-9	0.45
09F-2302-0101-022-8	1.00
09F-2302-0101-028-5	29.63
09F-2302-0101-019-4	1.00
09F-2302-0101-010-3	0.90
<b>Total Acres</b>	<b>74.45</b>
<b>Offering Price Per Acre</b>	<b>\$80,000</b>
<b>Total Offering Price</b>	<b>\$5,956,000</b>



FOR MORE INFORMATION, PLEASE CONTACT:

**JOHN SPEROS**

Senior Vice President  
Ackerman & Co.  
Direct: 770.913.3910  
Mobile: 404.578.7033  
Email: [jsperos@ackermanco.net](mailto:jsperos@ackermanco.net)

**WILL GOFF**

Associate, Brokerage  
Ackerman & Co.  
Direct: 770.913.3957  
Mobile: 404.723.3379  
Email: [wgoff@ackermanco.net](mailto:wgoff@ackermanco.net)

**KYLE GABLE**

Broker  
Pioneer Land Group  
Direct: 770.225.0718  
Mobile: 404.867.3332  
Email: [kgable@pioneerlandga.com](mailto:kgable@pioneerlandga.com)

**J.T. SPEROS**

Associate, Brokerage  
Ackerman & Co.  
Direct: 770.913.3949  
Mobile: 404.775.3919  
Email: [jtsperos@ackermanco.net](mailto:jtsperos@ackermanco.net)

**Ackerman & Co.**

**PIONEER**  
LAND GROUP