



Becknell Industrial **Corporate Capabilities**

2026



Our Executive Chairman

“We have the restless drive to look for something more in every opportunity and we have the confidence that we will find it.”

DAN HARRINGTON
Executive Chairman

Becknell launched into the industrial real estate business in 1990 when co-founders Dan Harrington and Fritz Hartrich joined forces to build and lease a custom warehouse to Nabisco in South Carolina.

Under Dan’s long-term leadership and strategic direction, Becknell’s national portfolio now includes more than 22 million square feet of industrial real estate property and controls undeveloped land that can support over 4 million square feet of future development.



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Who We Are

BUILDING RELATIONSHIPS. DEVELOPING SOLUTIONS.

Becknell Industrial is a **full-service real estate firm** serving the unique needs of each of our customers **nationwide**, through the construction, design, acquisition and long-term ownership of **industrial real estate**. Our **customer-centric** focus ensures that our goals are always directly aligned with that of our **tenants** and **capital partners** alike.

OUR MARKET COVERAGE



DISCOVER THE **BECKNELL ADVANTAGE.**

Since 1990, our customer-centric focus and full-service delivery system has allowed us to deliver successful projects consistently across multiple markets and it is this platform that allows us to continually attract and retain clients nationwide.

\$4 BILLION DEVELOPED

35+ YEARS
Providing Industrial
Real Estate Solutions

\$4 BILLION
in Acquisitions &
Developments

40+ MILLION
Square-Feet
Developed

225+
Properties
Acquired or Developed

33 STATES
Developments in
33 States and Canada

84.7%
Single Tenant
Buildings in Portfolio

26+ MILLION
Square-Feet in
Current Portfolio

100+
Clients
Nationwide

*Numbers reflect portfolio as of June 30, 2025



Our Clients


Key customer relationships and repeat business are core to our strategy. Becknell continues to build on its strong relationships with industrial tenants and best-in-class real estate brokers across the U.S.

Our repeat business speaks to our customer-focused platform to deliver successful projects consistently across multiple markets and it is this platform that allows us to continually attract and execute for new clients nationwide.

Our relationships with our tenants has always been priority one at Becknell. Our clients know that they can count on us to keep our word and to deliver quality buildings on time and on budget. Doing what we say we will do is more than a tag line – it is what we have built our brand upon.

100+ CLIENTS NATIONWIDE





"We deliver Quality and Complete Customer Satisfaction through a highly efficient, vertically integrated real estate approach."

MARK SHAPLAND
President & CEO

Strategy

Becknell is a long-term owner, developer and acquirer of industrial real estate. What sets us apart is our unique business model. Our customer-centric focus and full-service delivery system puts us in a class of our own. Not only do we specialize in multiple industrial property types (warehouse, distribution and light manufacturing) and a wide range of sizes (50,000 – 1,000,000+ square feet), we also invest in core, secondary and tertiary markets as we follow our clients to markets that best serve their needs. This customer-focused approach combined with our end-to-end design-build development capabilities and strong balance sheet, provides our clients with flexible and complete real estate solutions.

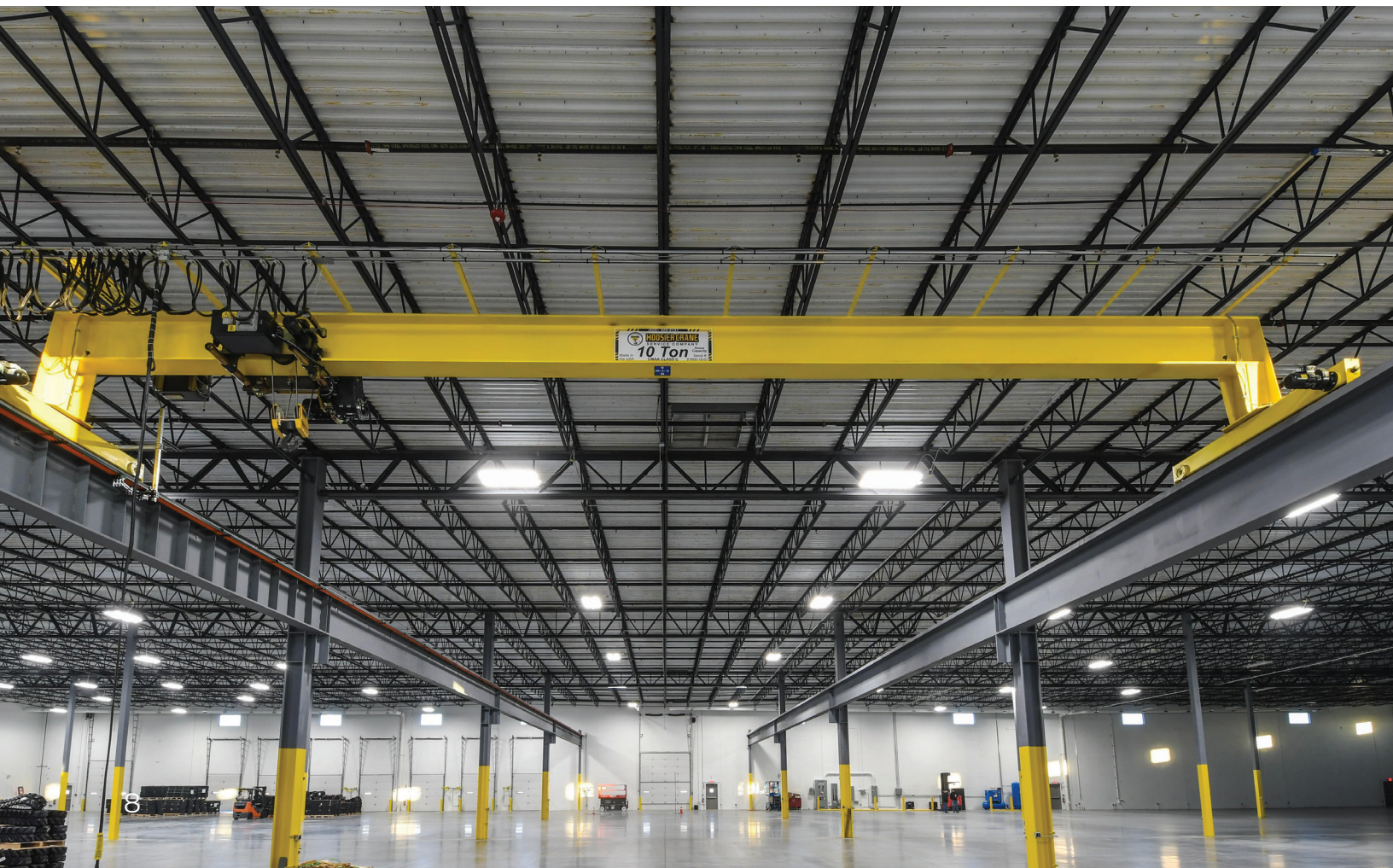
GROWTH PLATFORM

Preferred developer status with national clients

New build-to-suit developments

Expansion of existing clients

Development on prime land sites



Expertise

DEVELOP

Becknell provides in-house design-build expertise for all phases of a real estate project. Having in-house architects and engineers allow us to be flexible and provide rapid response to client requests, while delivering solutions at the best value.

LEASE

Becknell's experienced and dedicated leasing team coordinates the delivery of premier industrial real estate solutions to new clients, while ensuring the satisfaction of our existing clients.

ACQUIRE

Becknell primarily purchases single tenant distribution facilities nationwide with a preference for growing businesses providing additional development, expansion and acquisition opportunities.

MANAGE

Becknell employs top property management professionals, dedicated to superior customer service. As long-term owners, we are able to develop close relationships with our tenants and keep abreast of their needs.

COMPREHENSIVE SERVICES

- Site Selection
- Architectural Renderings & Elevations
- Civil Engineering
- Value Engineering
- Demand Flow Optimization
- Building Prototype Development
- Master Site Planning
- Due Diligence
- Building-Related Regulatory Analysis
- Government and Utility Incentives Support
- Master Development Agreement Support
- Project Feasibility Analysis and Cost Estimating
- Quick Response Design and Construction
- Small/Special Projects Design and Construction
- Property Condition Reporting
- Interior Architecture/Design
- Property Management
- Sustainability Initiatives Support

Development

At the core of Becknell's superior delivery system is our design-build construction capabilities. Becknell's vertically integrated approach takes our experienced team of architects, engineers and construction managers collaborating together with the client early in the project to ensure that we deliver the most functional high-value product as possible.

The Becknell team includes several civil engineers and construction professionals that drive the site selection and diligence processes. Once a site has been properly qualified, our engineers and architects work together to provide a preliminary site plan for a potential project. Upon receiving the approval of our client, our construction project managers prepare a thorough budget for review with our client. Upon the execution of a binding agreement, Becknell's own design-build general contracting arm provides the turnkey construction of the building and all associated improvements.



"Efficiency and quality are the cornerstones of Becknell's approach, providing complete end-to-end development that consistently delivers a high-value, low-cost solution to our clients."

CRAIG KOURI
President - Construction & Design

Count on Becknell's decades of experience to deliver a full range of real estate solutions to meet your industrial needs.



VERTICAL INTEGRATION



Pre-Construction

- Project Planning
- Site Selection
- Due Diligence
- Investment Underwriting
- Site Plan Design



Development Services

- Architectural
- Engineering
- Entitlement Procurement
- Municipal Incentives
- Value Engineering



General Construction & Construction Management

- Design Build
- Estimating
- Bidding
- Permitting
- Project Management
- Field Supervision



Legal

- Contract Development
- Risk Mitigation
- Lease Documentation
- Compliance Oversight



Asset Management

- Lease Negotiations and Execution
- Lease Administration
- Client Relationship Management
- Facility Oversight
- Budgeting
- Financial Reporting



Capital

- Joint Ventures
- Equity
- Debt
- Reporting

Build-To-Suit

As a vertically-integrated, full-service industrial developer and contractor, Becknell represents the ideal Build-To-Suit partner whether a client wants to own or lease the completed project. Several unrelated third parties are certainly able to collaborate successfully on a project, however, that structure lends itself to breakdown in communication and finger-pointing when challenges arise.

With Becknell, all of the key stakeholders (entitlement, preconstruction, design, permitting, construction, financing) are Becknell associates and team members. It is our experience that this team structure leads to a higher level of accountability and pride in ownership of the success of each individual project. Once we deliver an asset to our client, whether as the owner or our tenant, we stand behind the quality of the asset in the hope that we can repeat the process for that client.

AMAZON - Denver, CO | 278,500 SF



APEL - Phoenix, AZ | 324,000 SF



Featured Build-To-Suit Projects



BMW - Greenville, SC **912,000 SF**

Becknell was selected by the German luxury auto manufacturer to expand their operations in the Greenville/Spartanburg market. The facility features 36' clear height, 103 dock positions and 335 car parking spaces. Additionally, BMW exercised an option to expand the building by 245,000 SF. The new facility features immediate access to Interstate 85 and the GSP International Airport, as well as provide direct access to BMW's Spartanburg Plant.



KEHE - Phoenix, AZ **470,000 SF**

KeHE Distributors, one of the largest fresh, natural, organic and specialty food distributors in the nation selected Becknell to assist in expanding their national footprint to the greater Phoenix market. Becknell, along with its partner Lexington Realty Trust, commenced construction on KeHE's state-of-the-art 470,000 SF tri-temp build-to-suit facility located in Goodyear, AZ. Expandable by 150,000 SF, this facility contains freezer, cooler and dry storage space.



APEL - Phoenix, AZ **324,000 SF**

A leading North American metal extruder and finisher selected Becknell Industrial to design and construct its new 324,000-square-foot headquarters and manufacturing facility in Phoenix. The manufacturer, which currently operates out of Calgary, Alberta, and Coburg, Oregon, expanded its west coast operation to Phoenix in late 2022 with a move of the company's headquarters to follow.



ATKORE - Hobart, IN **590,000 SF**

Atkore International, a leading provider of electrical, safety and infrastructure solutions, chose Becknell Industrial to construct its new facility in Hobart, Indiana. Becknell was selected as the developer of choice given its previous experience with similar manufacturing clients and its ability to provide a well-located Class A facility. This facility allows Atkore to consolidate a portion of its Midwest operations, while also allowing for future expansion capability.

Speculative Development

Becknell's first-to-market spec strategy allows the company to remain competitive in markets where there is a demand for Class A, modern, industrial product. Through its speculative construction, Becknell is able to successfully meet the demands of companies with immediate real estate needs. While speculative construction can have its fair share of risks and challenges, our seasoned real estate professionals carefully analyze market conditions, determining whether the potential project meets current demand regarding its type, size and timing of completion.

More specifically, Becknell's speculative development strategy focuses on markets where we historically have strong market knowledge and limited competition for a specific size range. Our efforts are concentrated on locations with market fundamentals such as high absorption, low vacancy, good tenant demand and population growth. We also look to build on sites in close proximity to major highway intersections, ports and airports, as well sites located in MSA's with labor availability.

PALMETTO DISTRIBUTION CENTER - Palmetto, GA | 686,000 SF



NEXUS at DIA - Denver, CO | 1,041,800 SF



Featured Speculative Projects



OLD AUGUSTA COMMERCE CENTER - Savannah, GA **1,443,000 SF**

In June 2021, Becknell acquired a 430-acre site 10 miles from the Port of Savannah that can accommodate six industrial warehouses totaling 4.9M SF. Becknell commenced construction on two speculative industrial warehouses in Q3 2022 totaling 1,443,000 SF. The 1M SF building was delivered in 3Q 2022 and was 100% leased upon completion to a national 3PL. The 442,000 SF building was leased within 2 months of completion. In Q4 2022, construction commenced on a 1.1M SF spec warehouse and was delivered in Q4 2023. In Q2 2023, Becknell began construction of Phase 2, encompassing 3 buildings totaling 2,381,500 SF.



BLUE DIAMOND - Las Vegas, NV **255,000 SF**

Becknell acquired 13.75 acres in the southwest submarket of Las Vegas, NV to construct two spec industrial warehouses totaling 255,000 SF. The 166,000 SF and 89,000 SF single-load buildings were completed in Q4 2022 and were 100% leased at completion. Becknell also owns 45 acres in the Henderson submarket housing four spec industrial warehouses completed in Q4 of 2023, totaling 675,000 SF. To date, Becknell has developed nine buildings totaling 1,500,000 SF in Las Vegas, NV.



FOSTER RIDGE - San Antonio, TX **700,000 SF**

In December 2020, Becknell acquired 76.5 acres along the I-10 corridor in San Antonio to develop two spec industrial warehouses totaling 700,000 SF and a 250,000 SF build-to-suit for McLane Foods. The two spec buildings consisted of a 440,000 SF cross-dock that was 100% leased to a premier automotive and clean energy company and a 260,000 SF single-load building that was sold to a user upon completion. In 2022, Becknell acquired an additional 40-acres to develop two spec industrial warehouses totaling 280,000 SF. The 210,000 SF and 70,000 SF single-load buildings were completed in Q3 2023.



RICHMOND FULFILLMENT CENTER - Richmond, VA **725,500 SF**

In June 2021, Becknell acquired 86.55 acres in the Airport submarket of Richmond, VA to construct two industrial warehouses totaling 725,500 SF. The development consisted of a 446,500 SF build-to-suit for Mondelez International (BBB/Baa1) and a 279,000 spec building. The Mondelez BTS was completed in June 2022 and the spec building was delivered 54% pre-leased in January 2023. To date, Becknell has developed seven buildings totaling 1.75 million SF in the Richmond, VA market.

Acquisitions

Becknell Industrial purchases primarily single tenant distribution and light manufacturing facilities nationwide with a preference for growing businesses providing additional development, expansion & acquisition opportunities.



STERIS - Indianapolis, IN | 178,500 SF

Featured Acquisitions



11001 PRITCHARD ROAD - Jacksonville, FL **240,000 SF**

Becknell acquired this Class-A distribution facility at a price just above replacement cost, with a long-term lease to an established regional third-party logistics firm, Penser Transportation, Inc. Serving as Penser's (presently Suddath Global Logistics, LLC), headquarters. The property was sold as part of a portfolio package in March 2021 for over 50% ROI, with Becknell continuing to manage the property.



2500 DISTRIBUTION DRIVE - Henrico, VA **116,000 SF**

Located just outside of Richmond, this acquisition purchase included three pad ready sites totaling 40 acres. In only 18 months, Becknell was able to fully develop and lease the entire 575,000 square feet.



9250 RED ROCK ROAD - Reno, NV **200,000 SF**

Becknell successfully purchased this new property in the North Valley submarket of Reno. This acquisition represented an attractive opportunity for the Company to own a modern, functional, leased building while expanding its footprint across the United States and providing the prospect of future development in the market.



1001 CAROLINA PINES - Blythewood, SC **184,500 SF**

1001 Carolina Pines Drive is a 184,500-sf warehouse built in 2009 strategically located in the northeast submarket of Columbia, SC. The building features a prime distribution location with access to I-77 and the surrounding highway network. The property is 100% leased to Husqvarna, a leading manufacturer of outdoor power equipment. Additionally, there is an 11-acre development parcel adjacent to building, allowing for future growth needs for Husqvarna or other users in the Columbia market.

Executive Team



DAN HARRINGTON
Executive Chairman

Founded Becknell in **1990**
30+ yrs in real estate



MARK SHAPLAND
President & CEO

Joined Becknell in **2008**
25+ yrs in real estate



CLAY THELEN
Chief Financial Officer

Joined Becknell in **2022**
15+ yrs in real estate



PETER SHAPLIN
Chief Operating Officer

Joined Becknell in **2021**
20+ yrs in real estate



CRAIG KOURI
President - Constr. & Design

Joined Becknell in **2000**
25+ yrs in real estate



PETE ANDERSON
Chief Dev. & Acq. Officer

Joined Becknell in **2011**
25+ yrs in real estate



BEN PAOLONE
EVP - Capital Markets

Joined Becknell in **2020**
15+ yrs in real estate



PATRICK HARRINGTON
General Counsel

With Becknell since **2007**
15+ yrs in real estate

Management Team



SHONA BEDWELL
SVP - Marketing & HR

Joined Becknell in **2011**
30+ yrs in real estate



BRYAN BLYTHE
SVP - Dev & Investments

Joined Becknell in **2025**
20+ yrs in real estate



JASON CONWAY
SVP - Dev & Investments

Joined Becknell in **2025**
20+ yrs in real estate



PAUL DICOSOLA
SVP - Asset Management

Joined Becknell in **2018**
25+ yrs in real estate



ROB HELFEN
SVP - Arch. & Design

Joined Becknell in **2001**
20+ yrs in real estate



MATTHEW KELLY
SVP - Construction

Joined Becknell in **2012**
15+ yrs in real estate



JEFF LANAGHAN
SVP - Dev & Investments

Joined Becknell in **2025**
35+ yrs in real estate



MATT NEUMANN
SVP - Leasing

Joined Becknell in **2020**
25+ yrs in real estate



KEVAN O'CONNOR
SVP - Dev. & Investments

Joined Becknell in **2023**
20+ yrs in real estate



ROB RICHTER
SVP - Dev & Investments

Joined Becknell in **2025**
20+ yrs in real estate



PAUL THURSTON
SVP - Dev. & Pre-Constr.

Joined Becknell in **2001**
20+ yrs in real estate



CHRIS WESCOTT
SVP - Corp. Controller

Joined Becknell in **2011**
15+ yrs in real estate

