



Becknell Industrial Corporate Capabilities

2026





« 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
Co-Founder & Chairman, Board of Directors

From Foundation to Future The Becknell Story

Becknell Industrial was founded in 1990 when Dan Harrington and Fritz Hartrich partnered to develop a custom warehouse for Nabisco, a client Hartrich had been serving since the 1970s. That first project laid the foundation for Becknell's enduring commitment to long-term partnerships and purpose-built industrial solutions

Under the strategic leadership of Dan Harrington, now serving as Chairman, Board of Directors, Becknell has grown into a national platform that has developed more than 41 million square feet of industrial real estate across 33 states. This growth reflects Becknell's disciplined approach to site selection, tenant relationships, and operational excellence.

In March 2026, Clay Thelen was appointed Chief Executive Officer. Becknell continues to benefit from the deep construction expertise and institutional knowledge Dan Harrington helped cultivate—ensuring every project reflects decades of experience and a commitment to quality.

Our Executive Team

Our executive leadership team brings decades of experience across development, investment, construction, and operations. Their collective expertise drives Becknell’s disciplined approach to growth, long-term ownership, and client-focused solutions.



Clay Thelen
Chief Executive Officer

Clay Thelen was named Chief Executive Officer of Becknell Industrial in March 2026. A veteran of the commercial real estate industry, he brings extensive experience across acquisitions, capital markets, and financial strategy.

“I am honored to assume the role of Chief Executive Officer and very grateful for the Board’s trust to continue the Company’s 36-year legacy. I look forward to advancing our position as an industry leader and delivering results for our clients, tenants, investors, and team members.”



Craig Kouri
President &
Chief Operating Officer



Peter Shaplin
Chief Investment Officer



Patrick Harrington
Chief Legal Officer

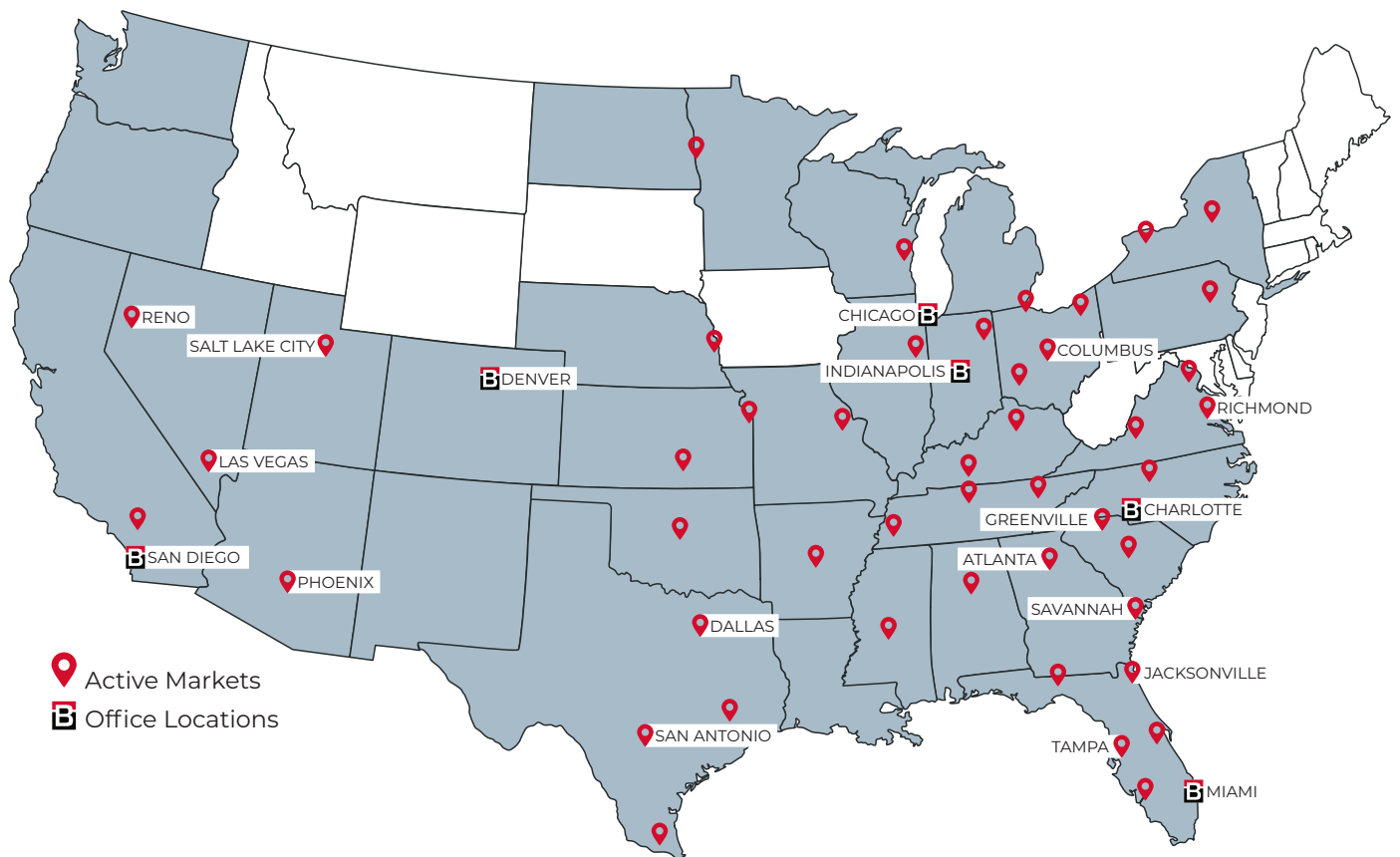
Company Overview

Built to Lead. Designed to Deliver.

Becknell Industrial is a national leader in purpose-built industrial real estate development, design & construction, co-investment, capital raising, and long-term asset management.

National Market Coverage

The company was founded in 1990 and is headquartered in suburban Chicago, with five additional offices located throughout the country. Over its 36-year history, Becknell has acquired or developed more than 248 industrial building in nearly every state in the United States.



Building What's Next

We develop, design, build, manage, and invest in industrial properties that drive business performance and support thriving communities across the country. With our team of in-house experts and collaborative approach, Becknell delivers purpose-built, customer-focused facilities that create enduring value for our tenants, capital partners, and the neighborhoods we serve.

Discover the Becknell Industrial Advantage

With 36 years of experience Becknell Industrial is a national leader in purpose-built industrial real estate development. Our business model is 100% dedicated to industrial assets and that singular focus continually attracts and retains clients and investment partners nationwide.

36+ YEARS
Providing Industrial
Real Estate Solutions

\$4.5 BILLION
in Acquisitions and
Developments

41+ MILLION
Square-Feet
Developed

248+
Properties
Acquired or Developed

« We are here to shape the future of industrial real estate by developing, designing and building purposeful projects that drive shared business success, support tenant goals, and contribute to vibrant communities for generations to come. »

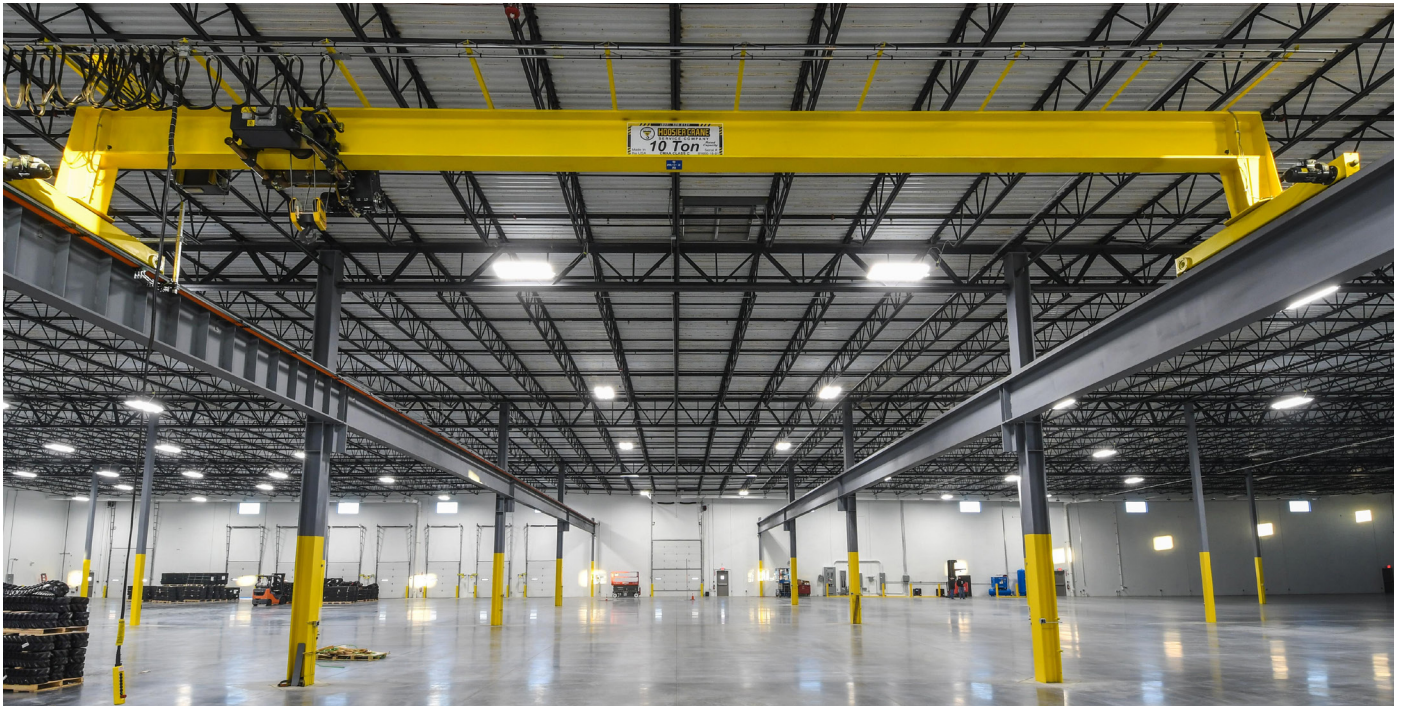
Clay Thelen
Chief Executive Officer



Purpose-Built **Spaces**

Ready When You Are.

At Becknell, we are vested industrial experts. Our business model is 100 percent dedicated to industrial assets and that singular focus continually attracts and retains clients and investment partners nationwide.



Masters of Complexity

At Becknell Industrial, complexity isn't a challenge—it's our craft. From site selection to final delivery, we navigate the intricate layers of industrial development with precision that gives our clients control.

Industrial Impact Coast to Coast

We are dedicated to supporting the communities where we invest, develop and manage. We have developments across 33 states in the United States that are built to stand the test of time, and continue to serve as economic employment centers for local communities.

We go out of our way to make buildings work with the neighboring communities. As well-recognized civic collaborators, we prioritize collaboration with local governments and municipalities to make every development a win-win.

Relationships That Drive Opportunity

Built on Trust. Powered by Partnership.

At Becknell Industrial, we develop properties with purpose and precision—solving complex industrial challenges with the reliability that earns repeat partnerships from leading corporations nationwide. We build more than facilities; we build long term relationships that support manufacturing productivity, strengthen communities, and create confident growth paths for our clients. Backed by long standing investor partnerships and strong municipal ties, every Becknell project is positioned for lasting success.

248+ Clients Nationwide



Broker Partnerships

We work closely with a nationwide network of trusted industrial brokers, giving us real-time insight into both on market and off market opportunities. These relationships help us identify the right tenants, accelerate lease up, and deliver solutions tailored to each client's needs.

Strong Capital Relationships

Our long-standing partnerships with leading capital providers—money center banks, private equity groups, and institutional investors—give Becknell the financial stability and agility to execute with confidence. This trusted network supports scalable growth and long-term value for our investors and tenants.

Our **Expertise**

Specialized Expertise we Bring to Every Project

Every project starts with a foundation of specialized expertise designed to reduce risk, elevate performance, and ensure your facility delivers long-term value. We apply proven, specialized capabilities that keep your project aligned with your operational, financial, and strategic goals.

Site Selection

Strategic location analysis to maximize operational efficiency and long-term value.

Economic Viability Assessment

Early-stage financial modelling to ensure project feasibility and ROI.

Incentives & Entitlements

Navigating local approvals and securing public incentives to reduce cost and risk.

Architectural Design

Custom facility design aligned with client operations and company brand.

Construction Management

Oversight from start to final site to ensure quality, speed, and budget control.

Ownership & Leasing Flexibility

Build-to-own or lease options tailored to client capital strategy.

What Sets us **Apart**

◆ Client-Centric Approach:

Your challenges are our challenges—and we solve them before they reach your desk.

◆ Value Engineering:

We invest maximum effort in every proposal to find cost efficiencies. When we earn your business, we stand by our pricing and timelines. No re-trading. No excuses.

◆ Proven Performance:

Every facility we deliver is a testament to our commitment to quality, speed, and long-term partnership value.



Pre-Construction

Project Planning
Site Selection
Due Diligence
Investment Underwriting
Site Plan Design



Development Services

Architectural
Engineering
Entitlement Procurement
Municipal Incentives
Vale Engineering



General Construction & Management

Design-Build
Estimating
Bidding
Permitting
Project Management
Field Supervision



Legal

Contract Development
Risk Mitigation
Lease Documentation
Compliance Oversight



Asset Management

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



Capital

Joint Ventures
Equity
Debt
Reporting

Design & Construction

Built by our Team, Start to Finish

Our in house design build team delivers quality and consistency through a proven development process refined over decades, ensuring every project meets its unique operational demands.

Phase 1: Feasibility & Pre-Construction



1. Site Selection, Readiness & Pre-Design

We stay close to the in-market competition so we can seek and secure a viable site that fits your needs.



2. Select Elite Execution Partners

We rapidly understand client specs and requirements then assemble our in-house experts and any external partners that match our clients' desires and budget.



3. Budgets & Schedule Actualization

Our budgets and schedules are generated internally and integrated into our feasibility process to define actuals that stay on track.

Phase 2: Design & Pre-Construction Q&A



4. Final Design Evaluation & Secure Cost- Efficient Contracts

Our integrated internal design & construction teams partner to maximize internal efficiencies to minimize errors and omissions prior to start.

Phase 3: Construction & Completion



5. Execute Construction Commissioning & Closeout

With all the talent in-house, we can expediate construction while protecting our people and the property with the highest standards on health and safety.

Development Spaces **that Work**

Development Streamlined from Concept to Completion

Every project starts with a foundation of specialized expertise designed to reduce risk, elevate performance, and ensure your facility delivers long-term value. We apply proven, specialized capabilities that keep your project aligned with your operational, financial, and strategic goals.

Our focus on Class A industrial properties aligns with our hands-on, “one team” approach to client service that creates a culture of accountability.

Every step—from design and construction to ongoing management—is handled by our in-house team.

By keeping all key functions under one roof, we ensure consistency, cost & time savings, and we streamline the experience for our clients.

Your Advantage

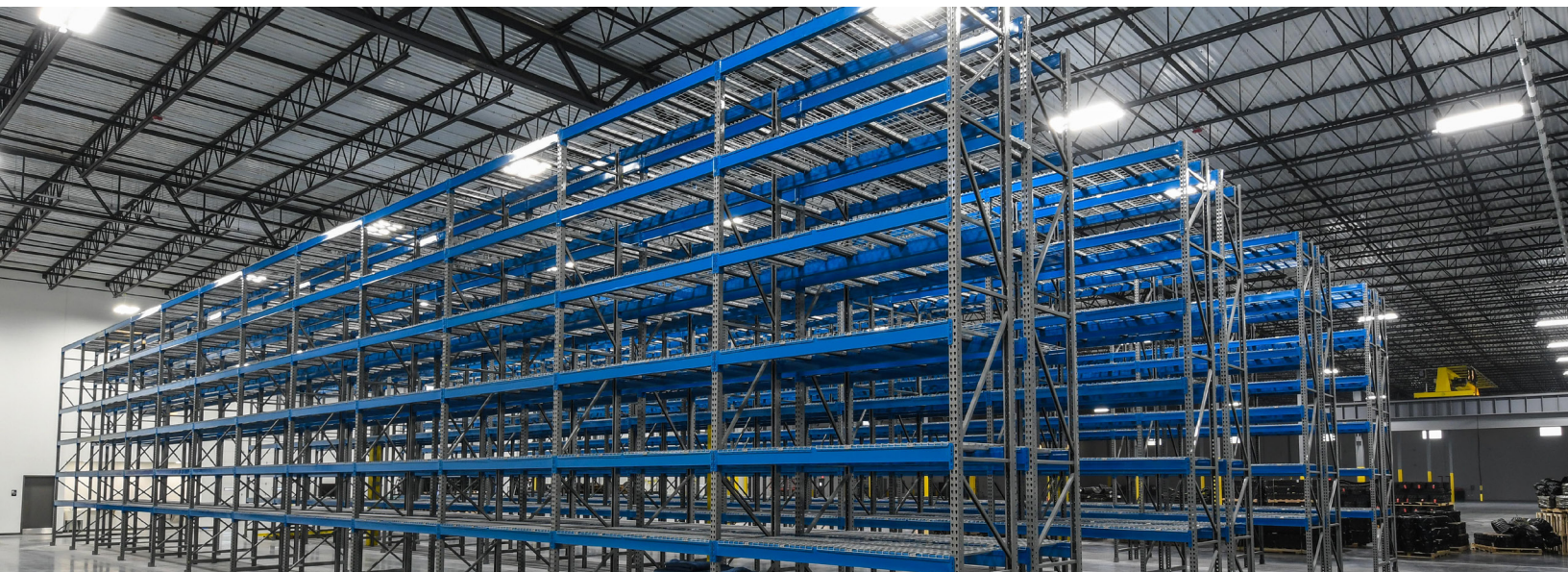
Becknell’s fully integrated approach unites engineering, architecture, permitting, and construction management within one coordinated platform. This structure gives clients unprecedented early visibility into project risks and cost drivers—before capital is committed—allowing issues to be resolved proactively instead of corrected later at higher cost.

The Bottom-Line Impact

Manufacturers and investors operate on tight timelines and tight margins. Becknell’s model delivers a clear competitive advantage:

- Faster, more confident go/no-go decisions thanks to rigorous, early-stage feasibility
- Reduced entitlement and schedule risk through multidisciplinary coordination
- Greater cost certainty because design, engineering, and construction stay aligned from day one
- A smoother path from concept to ribbon cutting, powered by an in-house team accountable for every step

This is development built on foresight—resulting in facilities that support performance today and scalability tomorrow.



Build-to-Suit **Development**

Strategically Placed. Expertly Built.

Becknell adds value to Build-to-Suit projects by guiding clients from site selection through delivery. We help identify strategic locations based on logistics and long-term growth potential.

Our team evaluates economic viability early, factoring in operational needs and market dynamics. We navigate entitlements and secure economic incentives to reduce upfront costs and accelerate timelines. With in-house design expertise, we tailor each facility to meet our clients' exact specifications—ensuring functionality, efficiency, and future flexibility.



BMW - Greenville, SC **1,261,443 SF**

Becknell was selected by the German luxury auto manufacturer to expand their operations in the Greenville/Spartanburg market. During construction, BMW exercised an option to expand the building by an additional 245,000 SF. The new facility features immediate access to Interstate 85 and the GSP International Airport, as well as provides direct access to BMW's Spartanburg Plant via a flyover bridge.



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, adding more than 270 jobs to the area. Expandable by 150,000 SF, this facility contains freezer, cooler and dry storage space and was completed in 2021.



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

We Invest in Places That Produce.

Becknell's strong balance sheet gives us the ability to move decisively—controlling land before it hits the market and holding it, ideally, until the right opportunity emerges. This financial strength allows us to develop in high-demand industrial markets with confidence, speed, and flexibility.

We strategically invest in locations where tenant demand is strong today and projected to grow tomorrow. By proactively securing sites and advancing development ahead of the market, we're able to deliver move-in-ready facilities that attract high-quality tenants and anchor long-term value.



OLD AUGUSTA COMMERCE CENTER - Savannah, GA **2,600,000 SF**

In 2021, Becknell acquired a 430-acre site 10 miles from the Port of Savannah. Becknell commenced construction on two speculative industrial warehouses in 2022 totaling 1,443,000 SF. The 1M SF building was delivered in 2022 and was 100% leased upon completion. The 443K SF building was leased within 2 months of completion. In 2022, construction commenced on a 1.1M SF spec warehouse and was delivered in 2023.



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

Becknell acquired 13.75 acres in a submarket of Las Vegas, NV to construct two spec industrial warehouses totaling 255,000 SF. The two buildings were completed in 2022 and were 100% leased at completion. Becknell also owns 45 acres in the Henderson submarket housing four spec industrial warehouses completed in 2023, totaling 675,000 SF. To date, Becknell has developed nine buildings totaling 1.5M SF in Las Vegas, NV.



FOSTER RIDGE - San Antonio, TX **1,230,000 SF**

In 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 building that was 100% leased to a premier electric automotive 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. Both buildings were completed in 2023.

Industrial Property Management



Built In-House. Managed In-Sync with our Tenants and Investors.

We know uptime drives your business. Our property management approach supports fast moving operations with responsive service, clear communication, and reliable, well maintained facilities. Dedicated account teams and local representatives work together to deliver proactive solutions that keep your operation running smoothly. From security and smart building systems to utility monitoring and preventative maintenance, we provide the tools and support to help you produce, store, and distribute with confidence.

Operational Excellence

We deliver reliable, risk aware property operations that keep facilities performing and assets protected.

Relationship Driven

We build long term tenant partnerships that support operational growth and strengthen asset performance.

Dedicated Support

Our dedicated account teams tailor solutions that enhance operations, streamline communication, and drive value.

Accounting Services

We provide transparent, accurate financial management that improves efficiency for tenants and confidence for investors.

Technology Applications

We leverage advanced property management technology to boost efficiency, reduce costs, and optimize building performance Including: Mobile Work Order Program, Building Maintenance, Payable System, Tenant Service & Communication, Yardi Budget.

Sustainable Approach

We integrate practical, industry leading sustainability solutions into our projects—helping tenants and investors reach their sustainability goals.

Industrial **Asset Management**

Owner Minded. Performance Driven.

Becknell brings an owner's perspective to every asset we manage—combining rigorous financial oversight with hands on operational expertise to enhance value, reduce risk, and strengthen long term performance. Our integrated team structure allows management and accounting to work seamlessly, providing institutional investors with a single, disciplined platform built for clarity, efficiency, and results.

Asset Management Services

We protect and enhance asset performance through:

- Property inspections & proactive maintenance
- Pre qualified vendors & competitive contract bidding
- Risk management, compliance, and mass bidding capabilities
- Energy management and operational cost controls

Accounting Services

We deliver transparent financial discipline through:

- Detailed financial reporting
- Annual budgets & reforecasts
- Robust tracking, compliance tools & internal controls

Together, these integrated capabilities create a comprehensive asset management platform designed to elevate property performance and deliver investor confidence.



Our Capital Strategy

Capital Backed. Opportunity Focused.

Our investment strategy is built on a foundation of strong, reliable capital partnerships. We work with a diverse network of institutional investors, private equity firms, and long-term capital providers who share our vision for sustainable growth and operational excellence in industrial real estate.

Our ability to source and deploy capital efficiently allows us to act decisively in competitive markets—acquiring, developing, and managing assets that meet the evolving needs of advanced manufacturing, logistics, and distribution users. This financial strength enables us to deliver speed, certainty, and scale across our portfolio.

Capital Strategy

At Becknell Industrial, our capital strategy is built on discipline, flexibility, and long-term alignment.

Our company investment strategy spans core, secondary, and tertiary markets, allowing us to follow our clients wherever their operations demand. This flexibility ensures we deliver the right facility in the right location, aligned with each client's long-term growth and supply chain needs.

Co-investment Model

We believe in true alignment with our capital partners. That's why we invest alongside them—placing seed funds and long-term capital into every development we undertake. This co-investment model reflects our confidence in the assets we build and manage, and ensures we share both the risks and the rewards with our investors.

Flexible Hold strategy

We prefer to hold assets that deliver for our tenants and investors. However, we also maintain a flexible approach—strategically culling properties when it aligns with investor objectives or portfolio optimization goals. This balance allows us to remain agile in a dynamic market while continuing to build lasting partnerships and deliver consistent performance across our portfolio.

Prudent Balance Sheet Management

We finance our projects with ready-to-deploy capital along with private equity contributions. Our capital structure is designed to support long-term ownership and operational excellence, while remaining flexible enough to adapt to investor goals and market dynamics.

Our Fund Offerings

Industrial Strength. Institutional Access.

Our investment history stretches back to the early 90's when Becknell was founded as build-to-suit partner for an international food & beverage manufacturer in Chicago. Since then, we've been steadily building a legacy of investment partnerships with capital partners who understand the value that industrial property investments add to a portfolio. Our diversified partnerships with capital partners continue to shape our future, and could impact your financial future too.

We're now opening the door to a broader investor base with the launch of our first retail investment fund.

*This offering is made pursuant to Rule 506(c) of Regulation D. Only accredited investors may invest. Investments are speculative and involve risks, including the potential loss of principal, illiquidity, and no guarantee of income.



Learn more at www.becknellindustrialinvestments.com.



*Representative Property

Safety & Quality

Health & Safety Standards

Becknell's health and safety program is designed to give occupiers confidence that their facilities are built and operated with the highest level of protection, consistency, and professionalism. Our Safe Worker Risk Management Program—rooted in prevention through procedure, planning, and performance—creates an environment where every worker onsite is supported by rigorous standards, clear expectations, and real-time safety guidance. With a decade long record of zero lost time injuries, a top tier 0.83 EMR, and safety requirements that exceed OSHA standards, Becknell ensures tenants inherit operations built on a culture of accountability, compliance, and risk reduction.

Our digital, paperless workflows, multilingual training materials, and AI powered behavior based safety tools further ensure consistency across diverse teams and provide occupiers with transparent, data driven visibility into the safety performance of their sites. These elevated standards translate directly into value for tenants: safer workers, fewer disruptions, lower operational risk, and stronger long term facility performance.

By maintaining high expectations for our trade partners, applying advanced technology for hazard detection, and fostering a culture where safety is shared by every individual on site, Becknell delivers facilities where occupiers can operate confidently, attract skilled labor, and maintain resilient, uninterrupted operations. The result is a work environment that not only protects people but also strengthens tenant performance, operational continuity, and long term business success.

EMR 0.83
A top-tier **Experience Modification Rate**

10 YEARS
Without a **lost-time injury** on-site

100%
Paperless **Safety & Operations** Procedures

OSHA STANDARDS
Exceeds OSHA's Generally **Accepted Standards**

35+ YEARS
Engineering & Construction **Expertise on Staff**



Sustainability Approach

Smart Design for a Greener Future

Becknell is committed to reliable property operations rooted in industry-leading sustainable building practices that conserve resources, reduce costs, enhance resilience, and support community wellbeing.

By embedding these sustainable strategies into our design and construction approach, Becknell delivers future-ready, environmentally responsible, and aligned with our tenant's goals.

High-Performance Building Envelopes

Insulated panels, energy-efficient glazing, and air sealing techniques improve thermal performance and reduce emissions.

Cool Roofs and Reflective Materials

Designed to minimize heat absorption, these features help regulate indoor temperatures and reduce HVAC loads.

Utility Tracking Technology

Advanced monitoring systems provide real-time insights into energy, water, and waste usage—empowering tenants to optimize operations and reduce costs.

EV Charging Stations

Our properties support the transition to electric mobility with strategically placed EV charging infrastructure for fleet and employee vehicles.

LED Lighting and Smart Controls

High-efficiency lighting systems paired with occupancy sensors and daylight harvesting reduce energy use and improve workplace comfort.

Low-Impact Landscaping

Native and drought-tolerant plantings reduce water usage and support local biodiversity.

Solar Panel Power Systems

We can incorporate rooftop and ground-mounted solar arrays to offset energy consumption and reduce reliance on grid power.

By embedding these sustainable strategies into our design and construction approach, Becknell delivers industrial facilities that are future-ready, environmentally responsible, and aligned with the goals of modern manufacturers and investors.

« Sustainability isn't just about minimizing environmental impact – it's about improving performance through smarter, more efficient design. »

Craig Kouri

President, Chief Operating Officer

Built to Lead. Designed to Deliver.



Scan to Learn More

