

BATON ROUGE INDUSTRIAL MARKET

Presented by:

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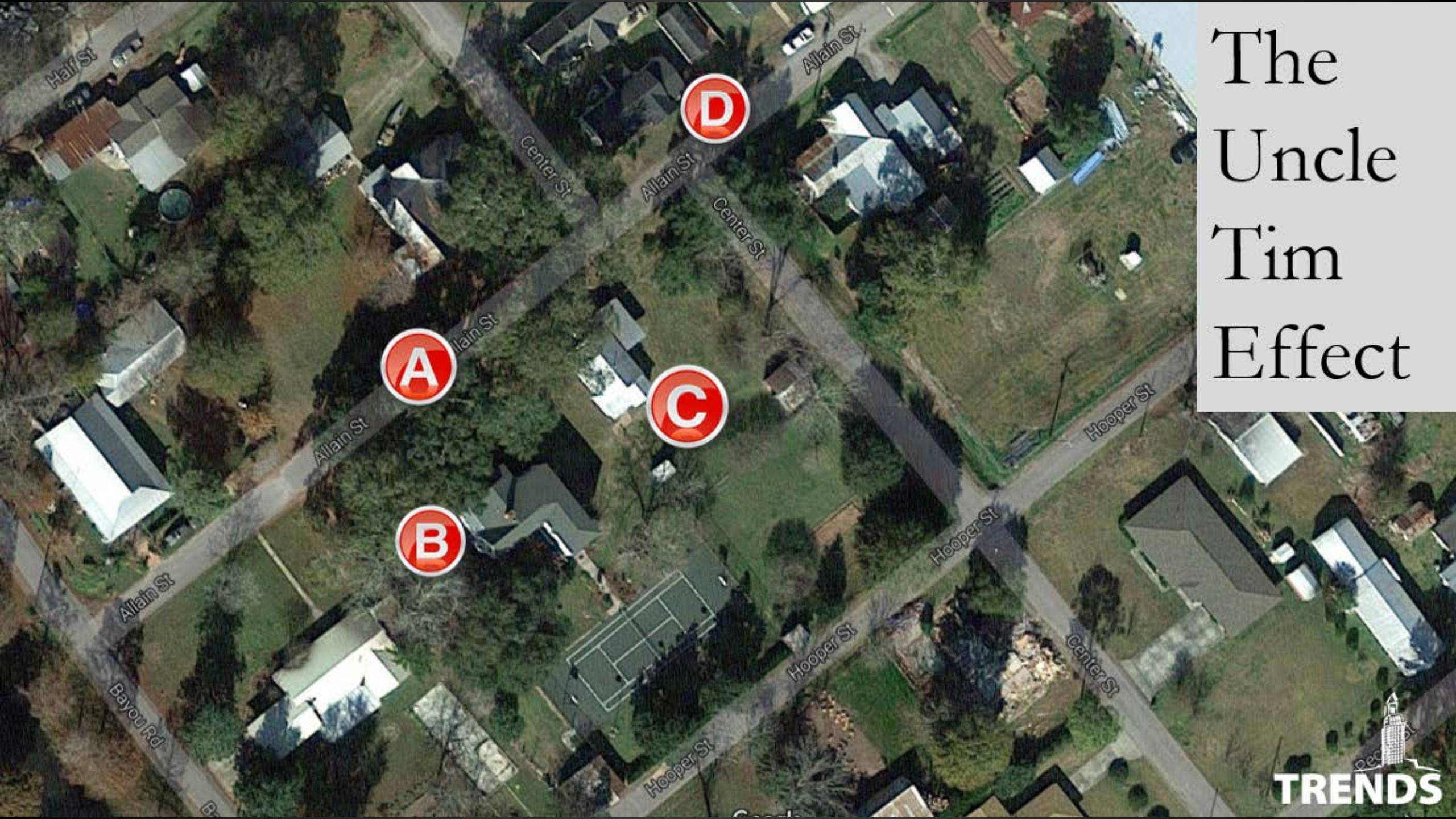
FIXER★UPPER



HGTV

TRENDS

The Uncle Tim Effect









UOP (LaRoche)
Lion Copolymer (DSM)
Albemarle (Ethyl) - Labs
Formosa (Allied) - CI, PVC

syngenta - Ag Products
(Novartis & Zeneca)
Huntsman (Ciba) - Inks
Pioneer (Stauffer) - CI
Mexichem Fluor (ICI) -
Refrigerants
Total (Atofina) -
Styrene, PS
* Calpine

Geismar
Honeywell (Allied Signal)
Williams (Union Texas)
- Ethylene
PCS Nitrogen (Arcadian)
- Fertilizers
Innophos (Rhodia)
- Phos Acid

Lion Copolymer (Chemtura, Uniroyal) - EPDM
Huntsman (Rubicon) - MDI
Hexion (Borden) - Formaldehyde
Praxair - Syn Gas
- EO, EG, Urethanes
BASF
Shell Chem. Derivatives
Air Prod - Syn Gas
OxyChem (Vulcan) -
CI Organics
Air Liquide - Cogen

Motiva (Star/Texaco)
OxyChem (Convent) - EDC
Mosaic (IMC - Agrico, Uncle Sam) - Fertilizers



Garryville / LaPlace

Nalco - Water Treatment
Stockhausen
Marathon
Pinnacle Polymers (Epsilon) - PP
Air Products (Tomah)
DuPont - Elastomers & Specialties
Bayou Steel
*** Little Gypsy

Norco

Motiva - Refinery
Shell Chemical, LP
- Olefins
Hexion (RPP) - Epoxies
Enterprise Products - Gas Processing
Air Liquide
Valero (Orion, TransAm.) - Refinery
Rain CII Carbon
Dow (Union Carbide) - PP (Shuttered)

Below NO

Domino Sugar
Cii - Coke
Chalmette Refining
Air Products
Murphy Oil

Belle Chasse

Chevron Oronite - Lubes

**Across River
(from New Orleans)**



Cytec (Am Cyanamid)
** Nine Mile

Taft / Hahnville

*** Waterford
Mosaic (IMC-Agrico)

OxyChem

(Hooker) - Chlorine

Praxair
Air Liquide
Chemtura (Witco) - Additives

Below Sunshine Bridge

Mosaic - Fertilizers
(IMC-Agrico)
American Styrenics
(ChevronPhillips) - Styrene

Plaquemine

Georgia Gulf - CI, PVC

Shintech - PVC
Air Liquide
Praxair
SNF Flopam

Donaldsonville

CF - Ammonia
Terra (Triad) - Ammonia



Addis / Plaquemine

Shintech (BCP)
Sid Richardson - Carbon Black
Shintech - PVC
Dow - CI, Ethylene & Derivatives



Poly One (Geon) - Compounds
Air Liquide
Air Products

Port Allen

BASF (Discovery)
Criterion (So. Ionics, Alcoa) - Catalysts
Placid Refining
ExxonMobil - Lubes
Enterprise Products - C3 Splitter

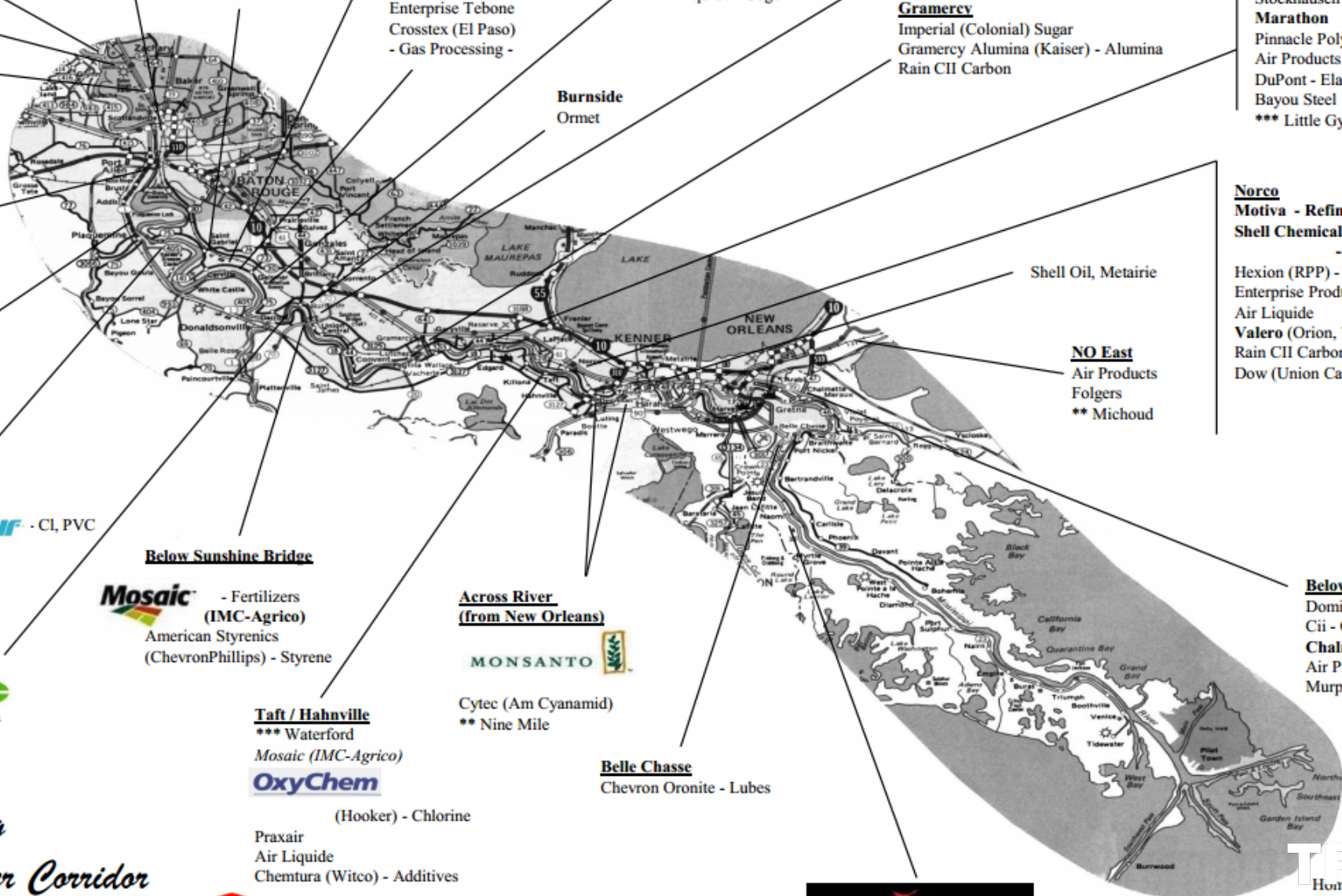
North of Baton Rouge

Novolyte (Ferro, Grant)
BP - Gas Processing
ExxonMobil Polyolefins (Allied / Paxon)
ExxonMobil - Resin Finishing
ExxonMobil BR Plastics
Deltech (Foster Grant) - Styrenes
Oxbow (Great Lakes, Alcoa)
Clean Harbors (Safety-Kleen)

Port Hudson
Georgia-Pacific

Saint Francisville
Renew Paper (Tembec, Crown)

ExxonMobil - Refinery
ExxonMobil Chemical
* La Station
Honeywell (Allied Signal) -
Refrigerants



*Petrochemical Plants Along
The lower Mississippi River Corridor*



Natural Gas Prices- 5 Year Average



Source: Bloomberg Markets





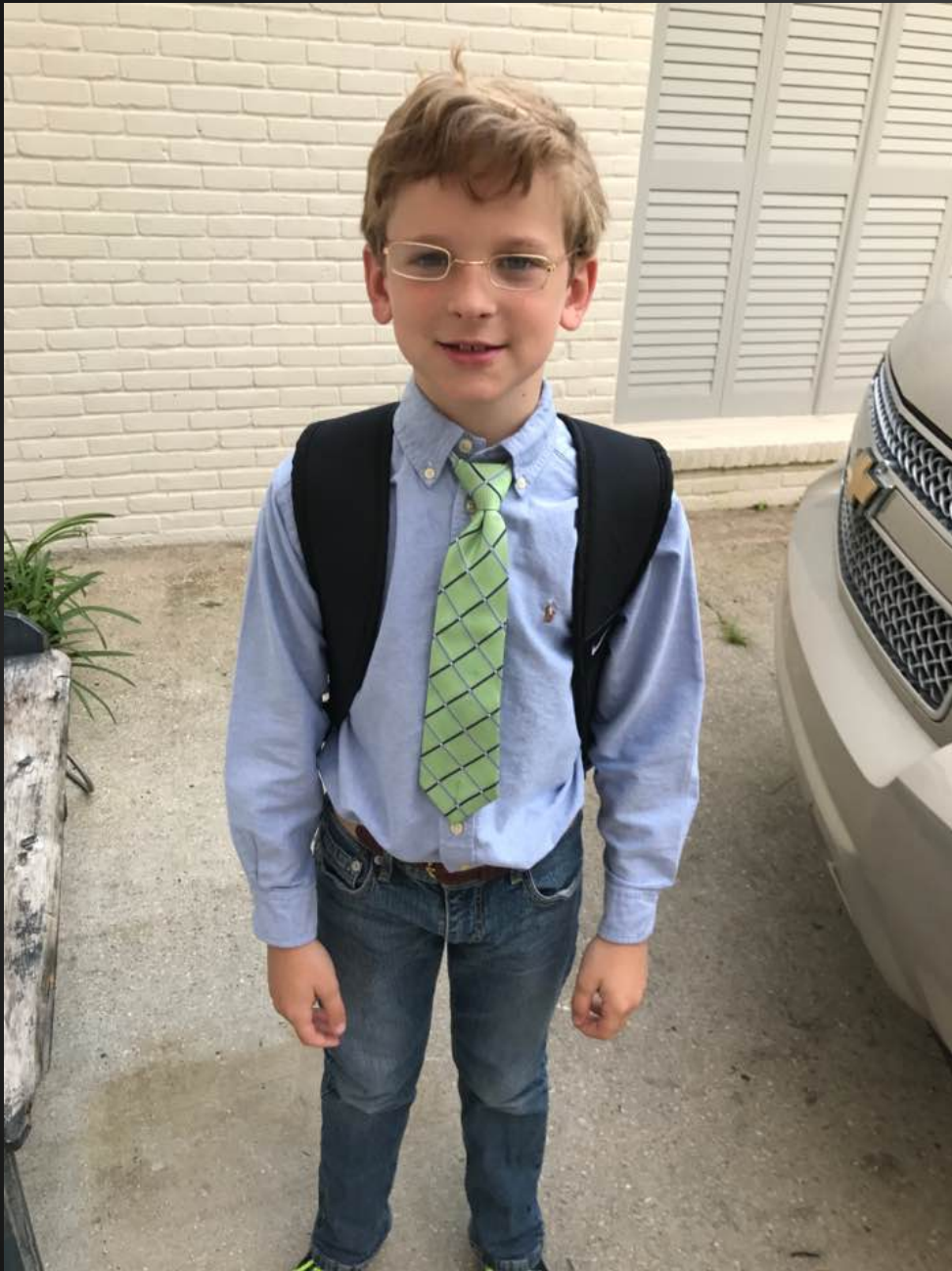
Hwy 30 Corridor



What do Fidget Spinners, Snoop Dogg, and Pablo Escobar have to with Warehouses?

Exploring the impact of:

- Amazon
- Marijuana Legalization
- Panama Canal Expansion



amazon

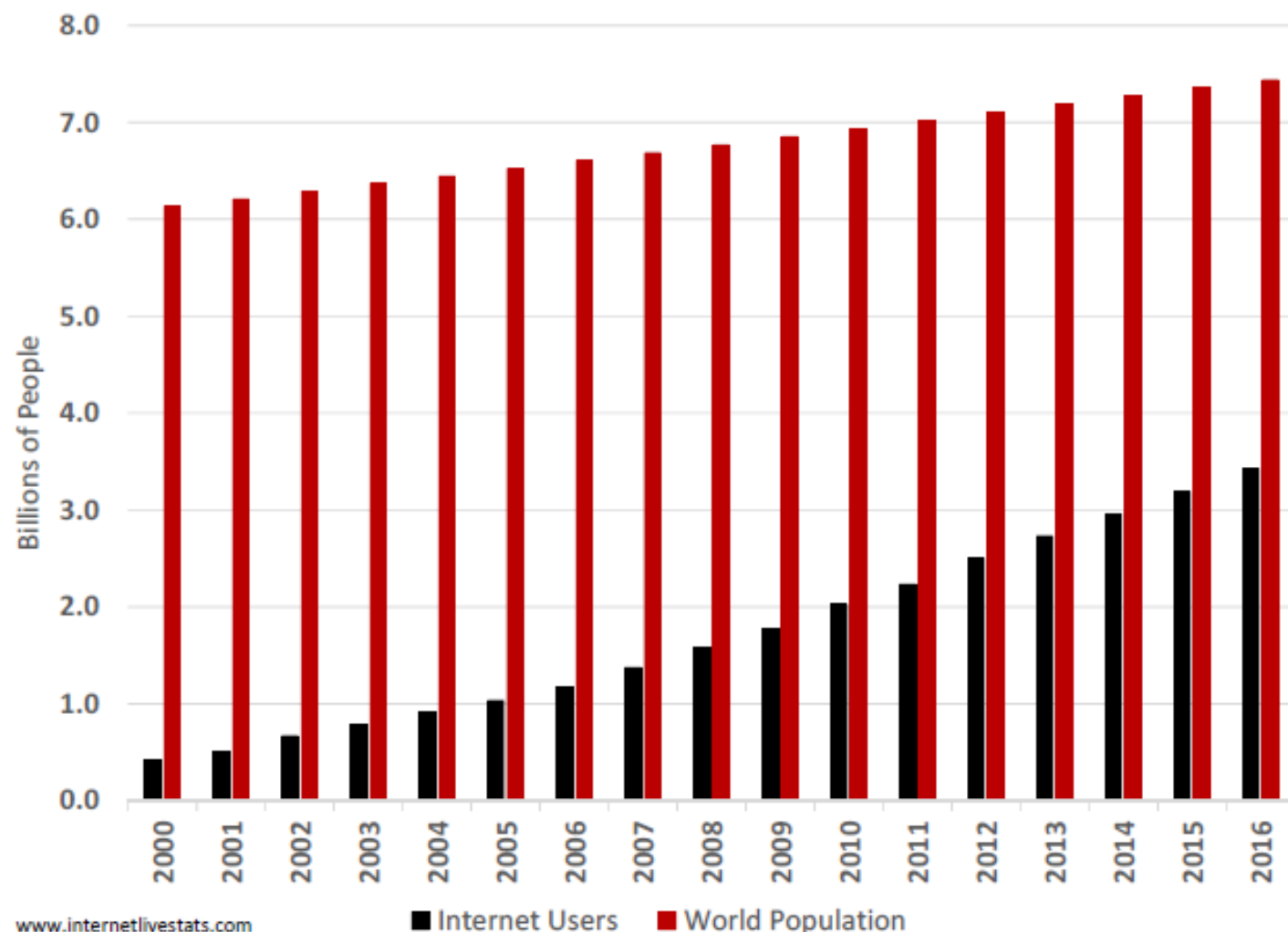
The Amazon logo, featuring the word "amazon" in a bold, black, sans-serif font. Below the text is a curved orange arrow that starts under the 'a' and points towards the 'n', resembling a smile.



TRENDS

World is online

WORLD POPULATION AND NUMBER OF INTERNET USERS



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JUNE 8-9, 2017 | Westin Long Beach | Long Beach, California

www.internetlivestats.com

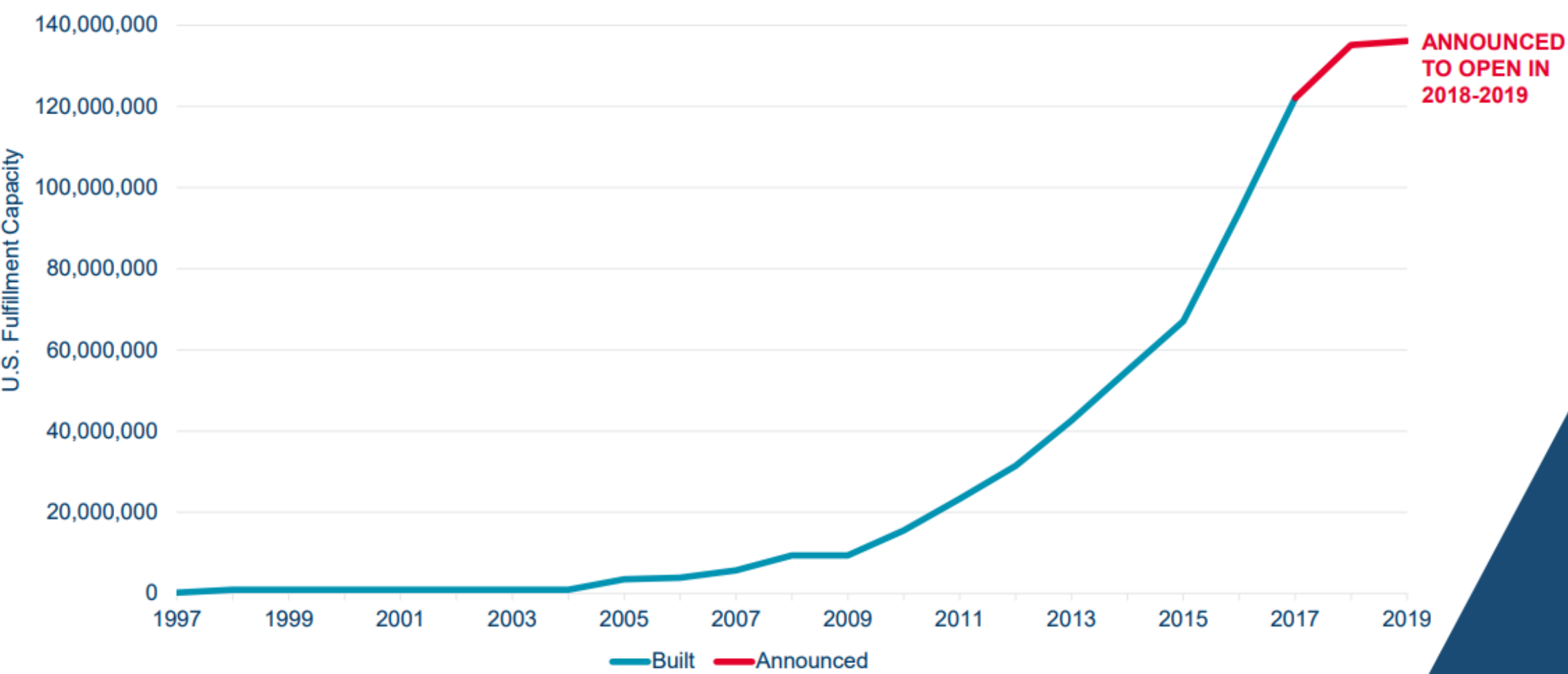
■ Internet Users ■ World Population

Q&A: bit.ly/naiopq1



Amazon's U.S. Fulfillment Capacity Over Time

Total U.S. Fulfillment Capacity in Square Footage, Owned and Leased

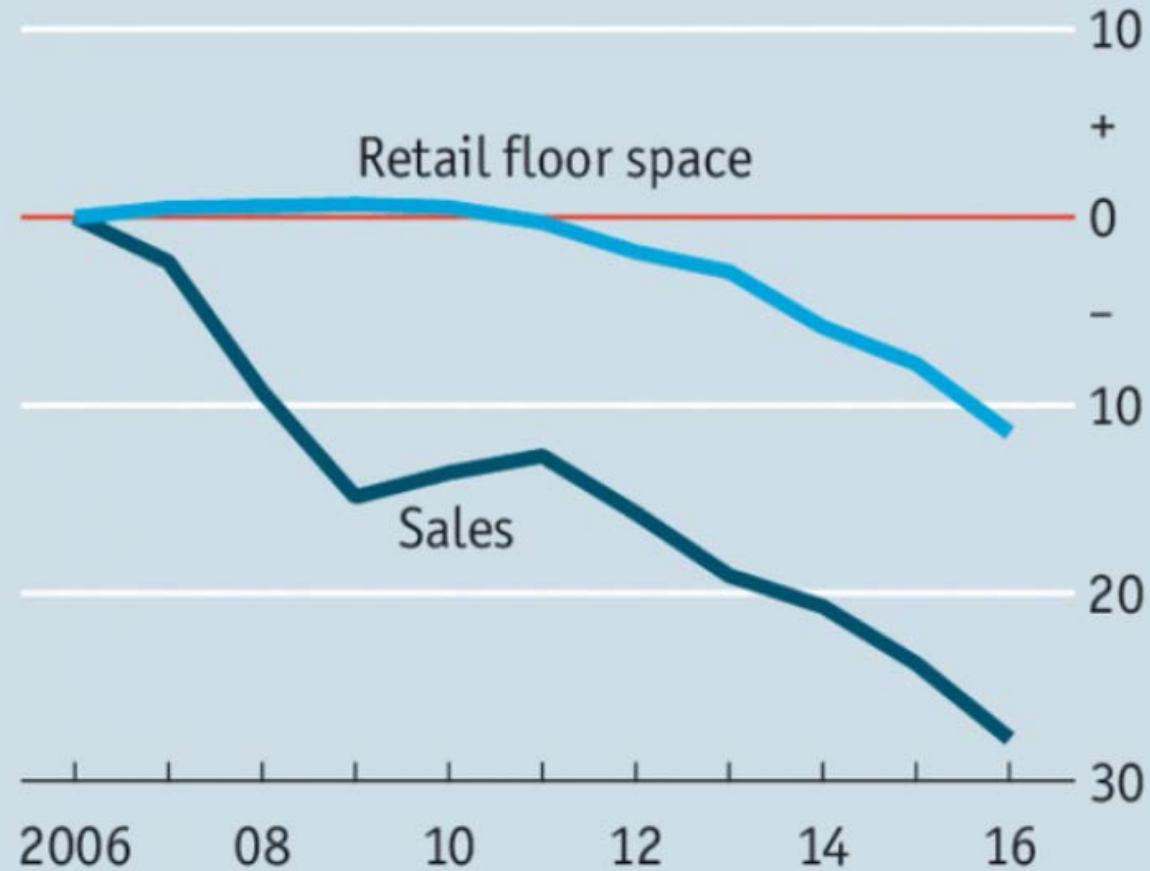


Source: Zaroban, Stefany. Internet Retailer. Infographic: Amazon's US fulfillment strategy. 11 Dec 2017.

Shopfloored

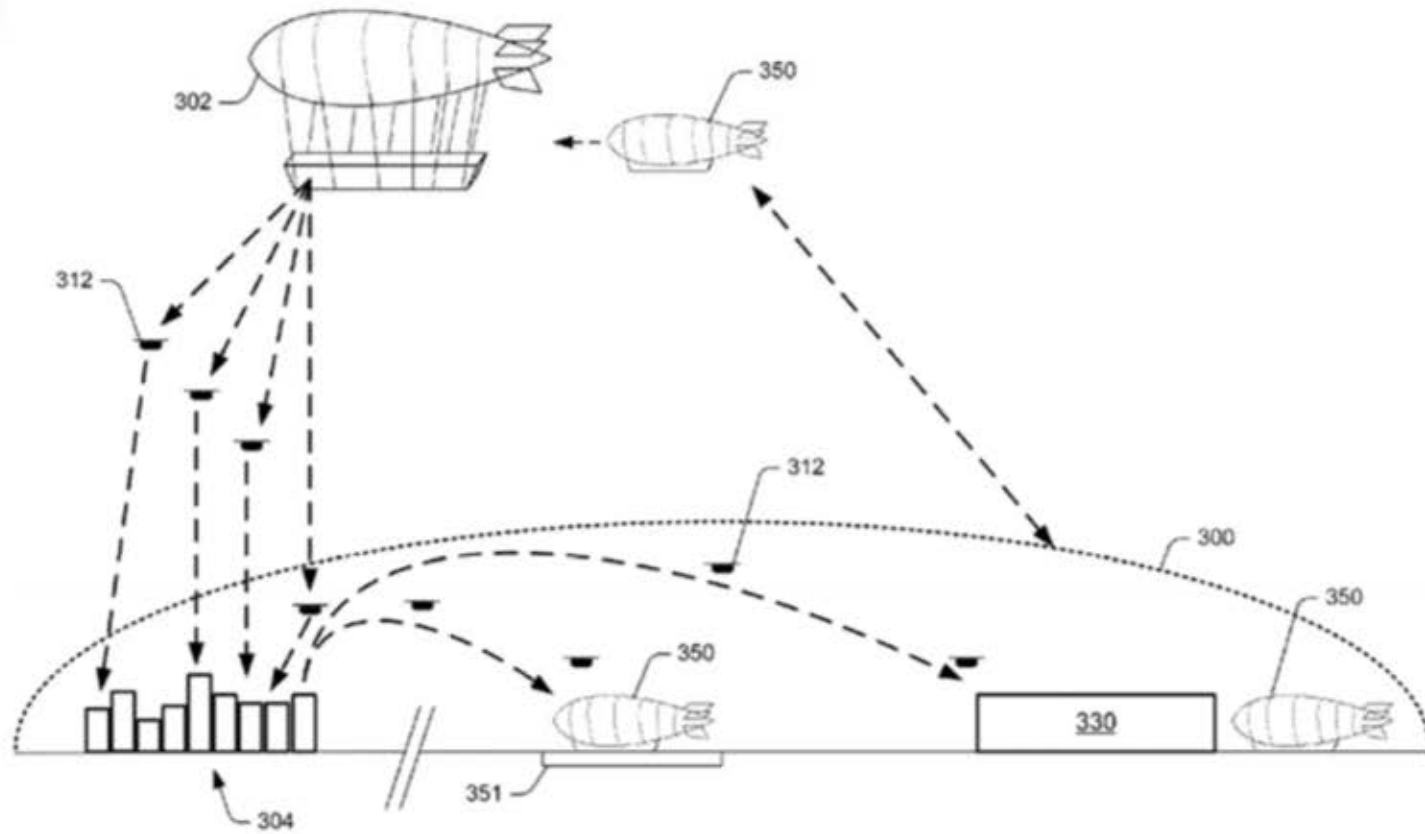
2

United States, department stores
Cumulative change, %

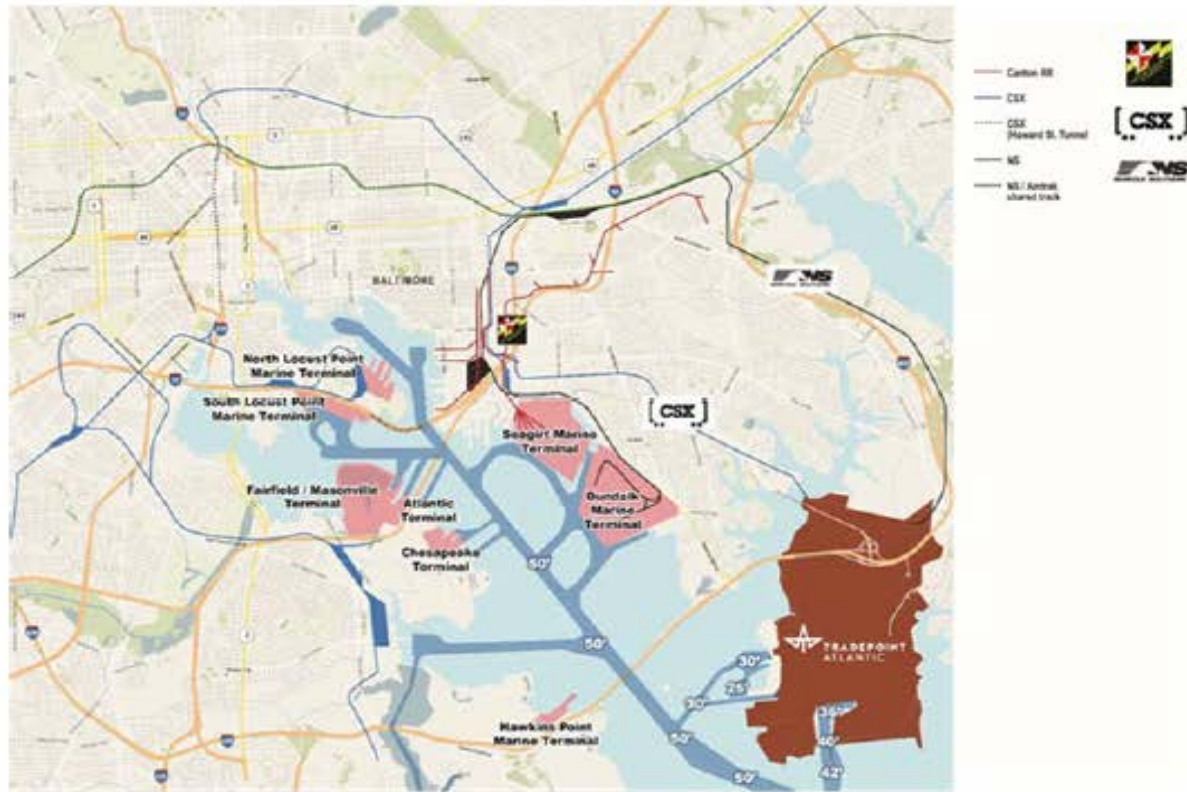


Source: Green Street Advisors

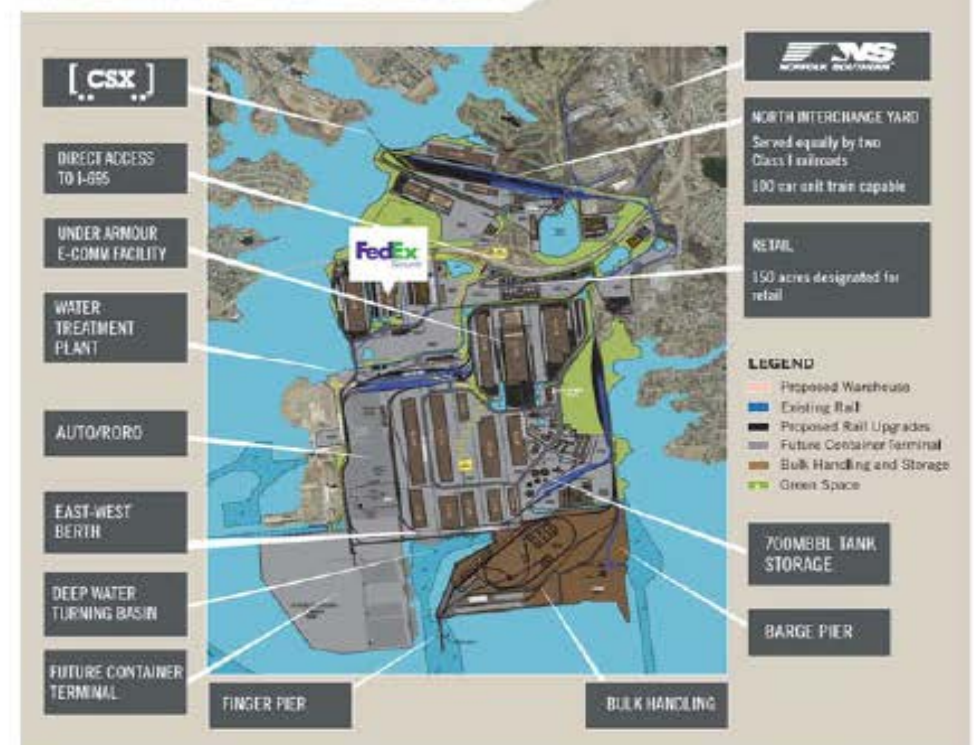
But AMZN is for sure a tech leader



Repurposing a port industrial complex in the ecommerce era



TRADEPOINT ATLANTIC MASTER PLAN



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Q&A: bit.ly/naiopq1



LAST MILE DELIVERY

As consumers demand faster delivery for their products
how do enterprises prepare to deliver the last mile?









TRENDS

Alternative Use for Industrial Space: The Marijuana Market

Kyle Kazan

Magu Capital, LLC.



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Q&A: bit.ly/naiopq2



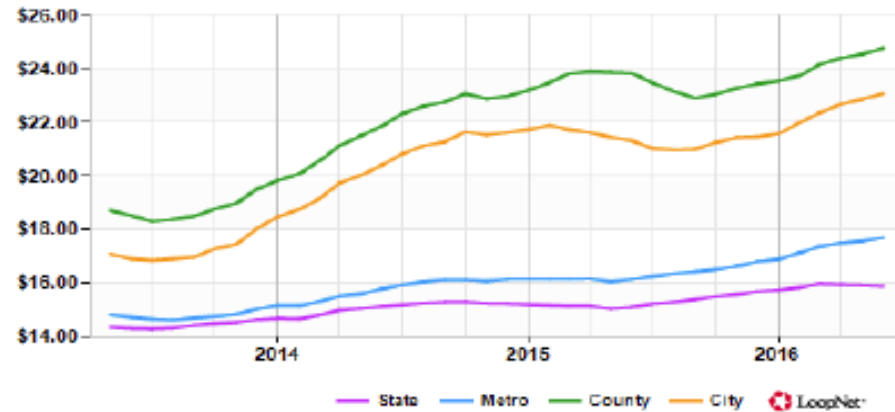
#naiopicon

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This session is being recorded.*

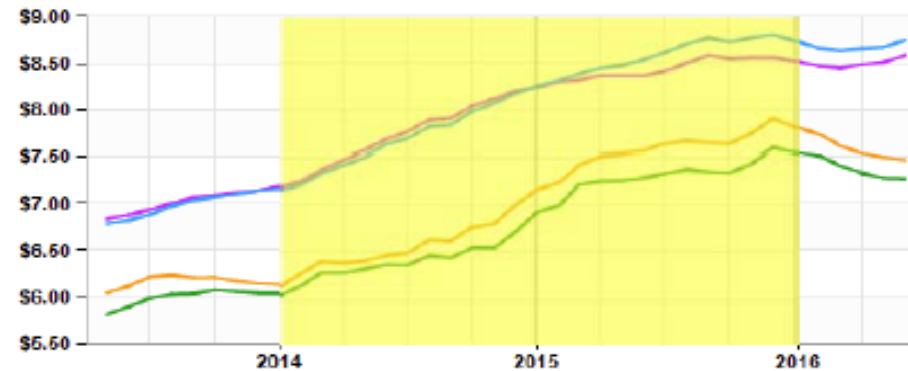


Denver: Lease Rates Jump/Vacancy Drops

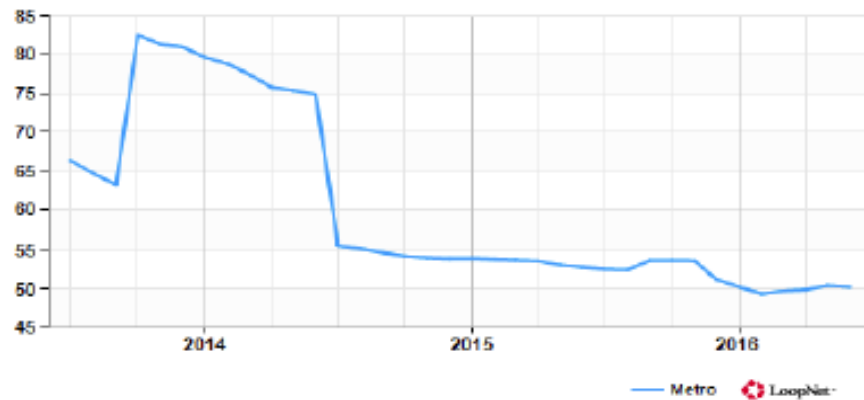
Asking Rent Retail for Lease Denver, CO (\$/SF/Year)



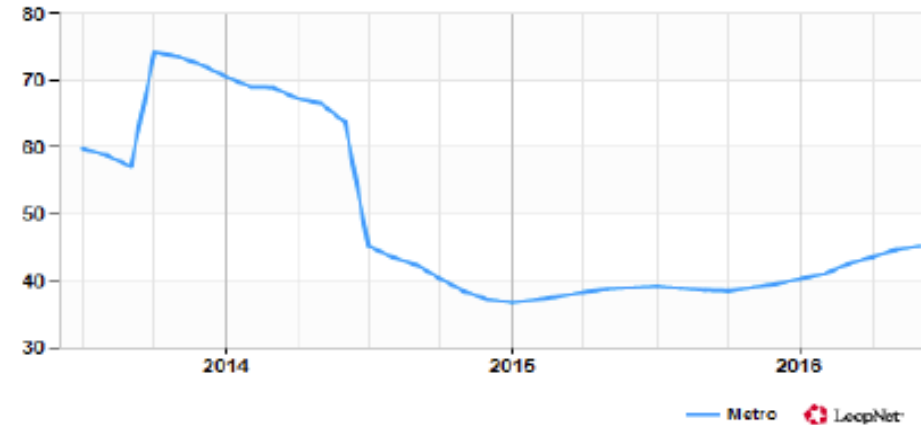
Asking Rent Industrial for Lease Denver, CO (\$/SF/Year)



Index of Total Sq Ft Available Retail for Lease Denver-Aurora, CO (May 08=100)



Index of Total No. of Spaces Industrial for Lease Denver-Aurora, CO (May 08=100)



In December 2012, Colorado Governor John Hickenlooper formalized Amendment 64 into the state's constitution.

Adult use of marijuana was officially legalized beginning January 2014.

Warehouse vacancies fell by 50% between 2010 and 2015.

Landlords charged two to three times as much for marijuana businesses.



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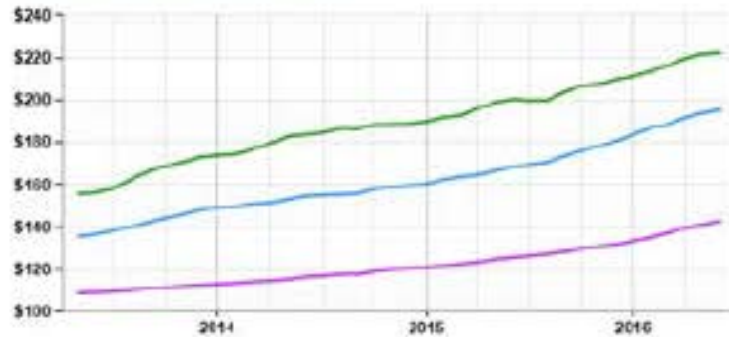
Q&A: bit.ly/naiopq2



Santa Ana: Industrial Property Value Outpaced Multifamily

Industrial Property Asking Price Index - Sale Trends

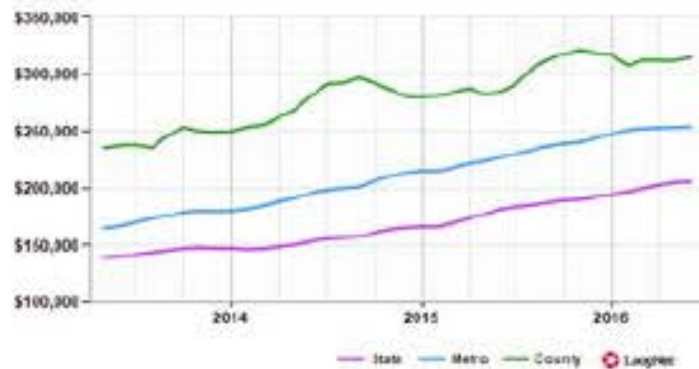
Asking Prices Industrial for Sale Santa Ana, CA (\$/SF)



	Jul 15	vs. 3 mo prior	Y-O-Y
State	\$142.09	+4.9%	+13.9%
Metro	\$195.29	+3.5%	+16.9%
County	\$222.13	+2.7%	+10.9%

Multifamily Property Asking Price Index - Sale Trends

Asking Prices Multifamily for Sale Santa Ana, CA (\$/Unit)



	Jul 15	vs. 3 mo prior	Y-O-Y
State	\$296,014.08	+0.9%	+13.1%
Metro	\$254,071.41	+0.5%	+11.7%
County	\$314,841.90	+0.7%	+10.5%

Santa Ana legalized medical marijuana dispensaries in local industrial zones.



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Where Pot Entrepreneurs Go When the Banks Just Say No

As the legal markets for marijuana spread, a small credit union is solving a big problem: what to do with all the cash.

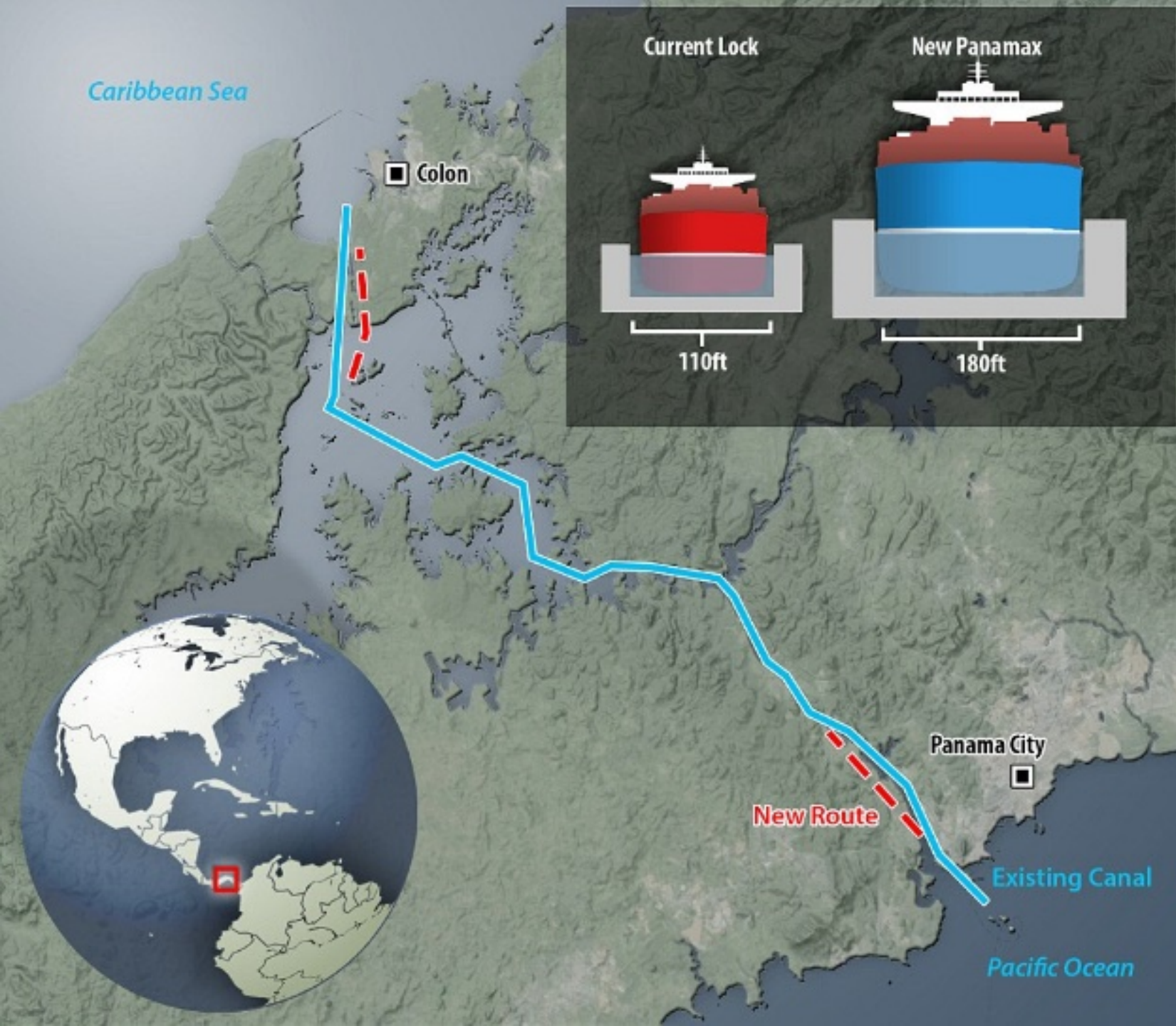
By **ROBB MANDELBAUM** JAN. 4, 2018



³⁵Br^{eaking}
⁵⁶Bad







New Panama Canal Facts:

- Completed 2016
- Panamax Ships
- Aframax Ships
- 45-79% Increase

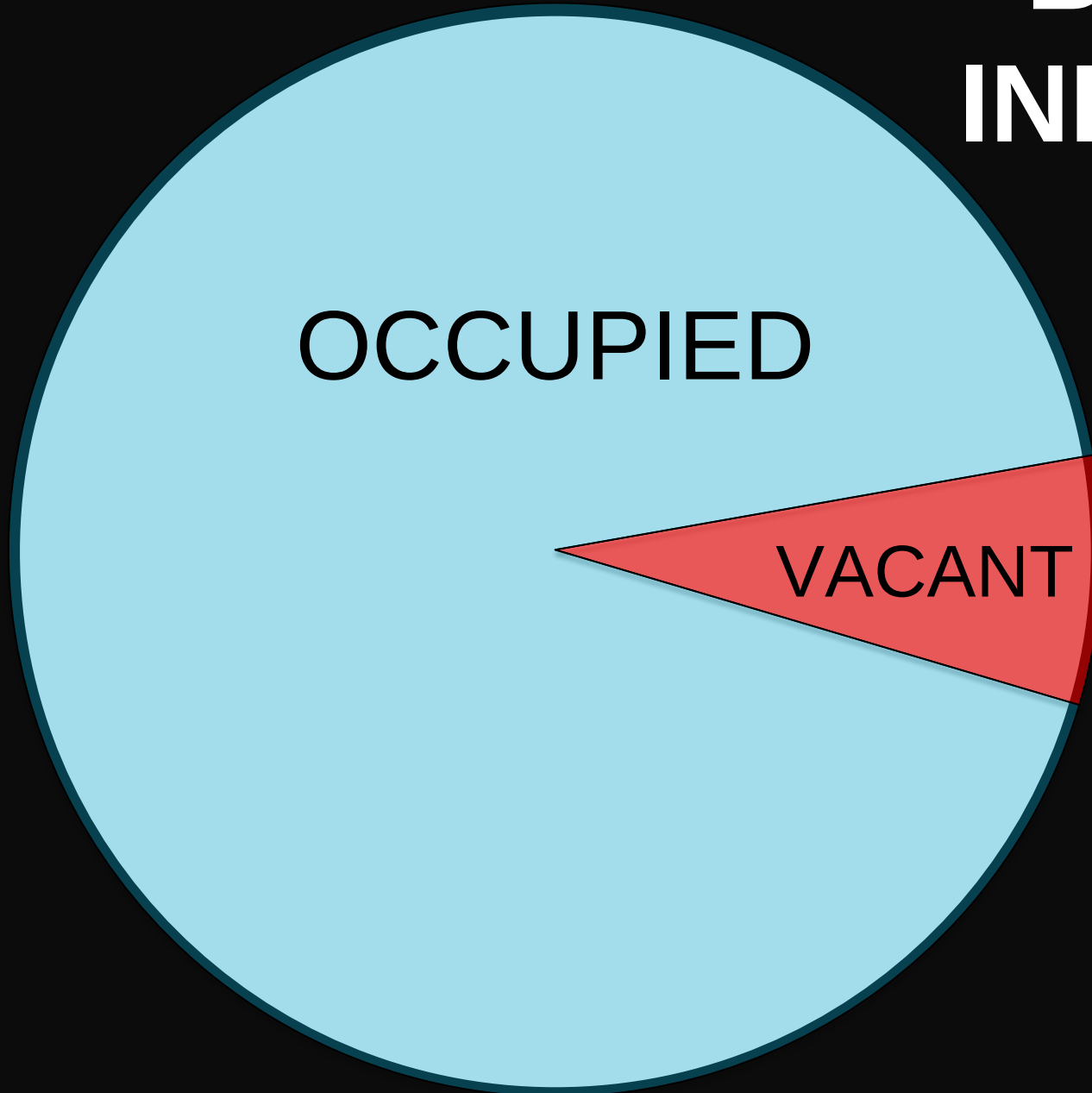




STUDY AREA (BATON ROUGE MSA)



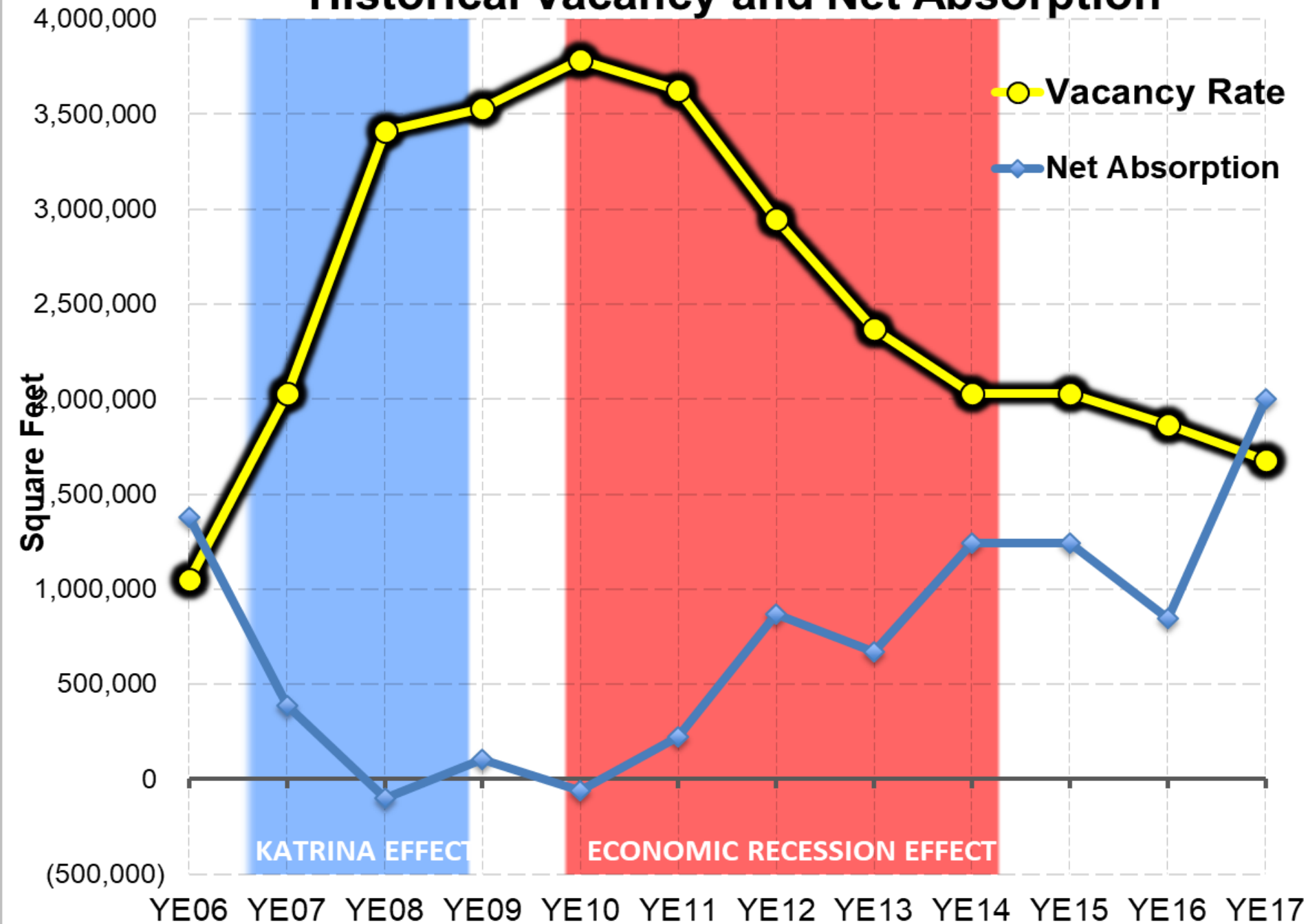
BATON ROUGE MSA INDUSTRIAL MARKET



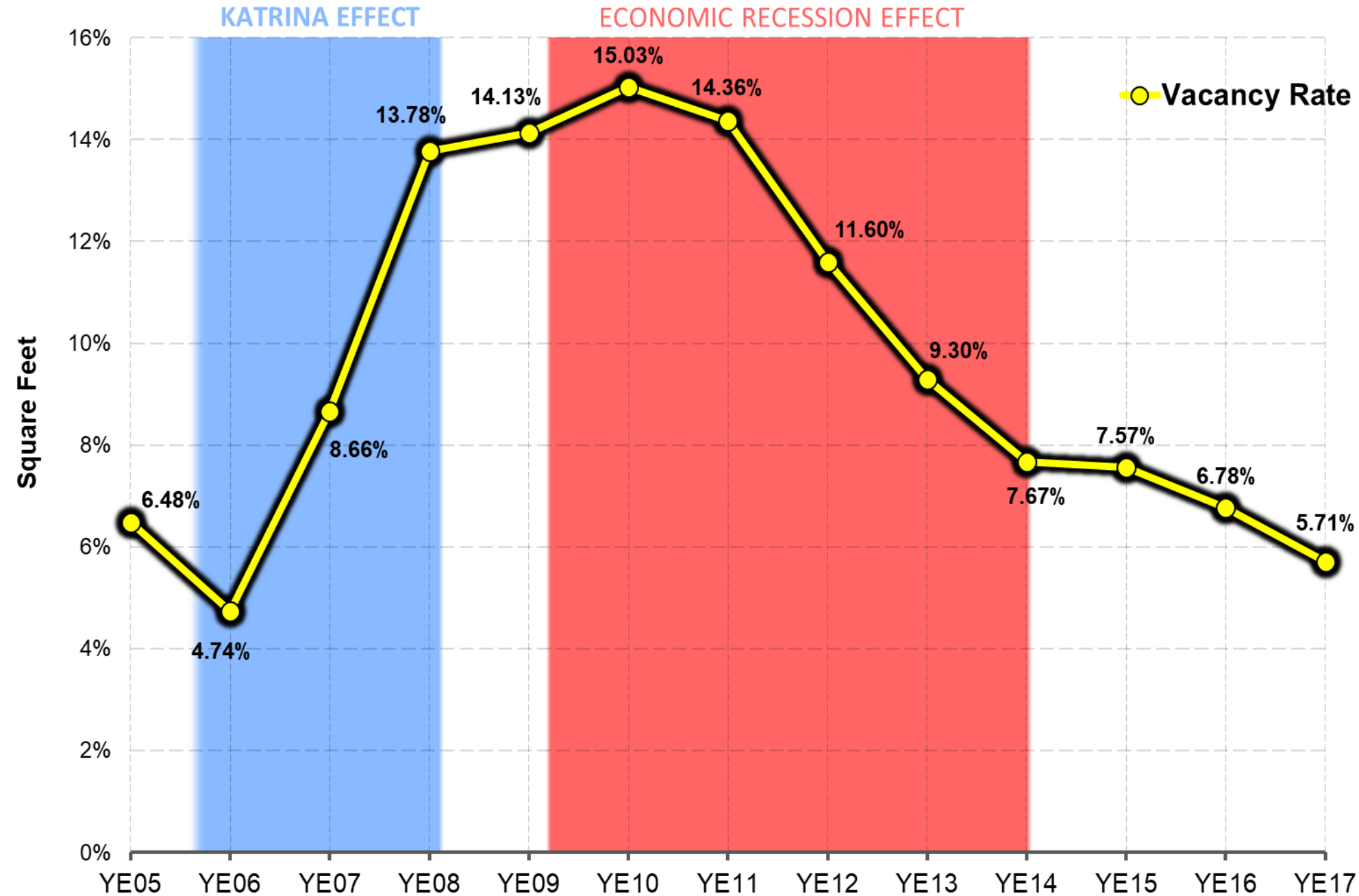
**29.5 MILLION
SQUARE FEET**

**1.67 MILLION
SQUARE FT. VACANT**

Historical Vacancy and Net Absorption



Historical Vacancy Rate



THANK YOU

Ryan Greene, CCIM, SIOR
NAI Latter and Blum, Inc.

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